A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 31, 1964

Business Bulletins *from around the world*

ARGENTINA—New laws give Government special regulatory powers over all phases of pharmaceutical industry; authorize it to check, lower prices of chemicals, drugs, medicinals, pharmaceutical specialties; if necessary, to produce such items itself or to expropriate them if warranted in public interest.

Shell Petroleum's local Chemical Division intends to produce epoxy resins in solid form, liquid emulsions for paints, varnishes, other uses. Imported raw materials to be utilized. Output of 200 mt. to help meet current annual market requirements of approximately 300 mt.

BELGIUM—June retail price index climbed nearly 1% to record high, some 6% above June 1963 level.

Monthly industrial production figures continue well ahead of 1963 figures. Industrial production in June gained about 10% over June 1963.

Pig iron production expected to rise to 10.2 million tons in 1967 from 8.8-million-ton level estimated for 1964. Steel capacity also expected to increase from 10 million tons in 1964 to 11.5 million tons in 1967.

DOMINICAN REPUBLIC—Bureau of Statistics and Census announces that for January to September 1963 period, country imported 4,690 television sets valued at $424,915. Principal supplier was U.S., followed by Netherlands, Puerto Rico, Japan, Panama, Netherlands Antilles, West Germany. During same period, 67,181 radios valued at $1,043,891 were imported primarily from Japan, U.S., Puerto Rico, Netherlands, West Germany, United Kingdom, Netherlands Antilles.

FRANCE—Electricity rates increased by 1.75% on August 1. Increases in railroad freight, postal, telephone rates reportedly under consideration.

During 1st 6 months 1964, imports from U.S. climbed to $609 million, 35% above comparable period 1963. Total imports from foreign currency area rose 28%.

In 1st half of 1964, crude steel production was up 11.4% from same period 1963, pig iron production 10% higher, coal production rose 26% to 29 million mt.

MALAYSIA—Progress continues on reclamation of Kallang basin in Singapore, area which will eventually be industrial estate 2nd only to Jurong. Approximately 300 acres of reclaimed land to provide new factory building sites while additional 100 acres to be used for workers' flats. Reclamation expected to be completed by 1968, with building to keep pace with reclamation. It is hoped that 100,000 jobs will eventually be created.

Industrial development in Singapore continues. Two new plants, cement grinding mill and diesel assembly plant, established. Former is joint venure between Taiwanese and local capital, with operation scheduled for April, 1965; latter is joint venture of several Japanese and Singapore firms. Plant also opened for manufacturing potato chips; foundation stone laid for steel pipe manufacturing company at Jurong Industrial Estate.

NETHERLANDS—Warren Co., Inc., Atlanta, Ga., forms 2 joint ventures with N.V. Rotterdamsche Electriciteits Mij. v/h H. Croon & Co. of Rotterdam. One new firm, Warren Industriele Mij., N.V. at Rotterdam to assemble cold storage equipment, other apparatus used by super markets. Other firm, Croon-Warren Verkoop Mij., N.V., to market these products.

Dow Chemical International, Inc., moves its Benelux Marketing Services Office to Rotterdam in connection with company's expansion here. Previously, office was in Brussels.

City of Rotterdam, Netherlands, to become main production center for Swiss Aluminum Co. Latter leased 193-acre industrial site from city to erect new production facilities. Production will include electrodes, rolled metal.

PARAGUAY—A palmito (heart of palm) canning plant at Puerto Curupaytay owned by Industria Paraguaya S.A. begins production with capacity of 6,000 cans per day. Argentine firm Bestiani S.A. proposes construction of fruit canning plant to produce 4 million cans of juice annually.

PERU—New import tariff schedule with NABALAC nomenclature (Brussels nomenclature for Latin American Free Trade Association) recently released by Government. New schedule generally combines former duties, surcharges into specific duty plus single ad valorem rate for each tariff item.

SOUTH AFRICA—Passenger, commercial vehicle sales reach record levels during 1st half 1964, surpassing previous high set during 1963. Auto sales numbered 67,971, up 34.7% over 1st-half 1963 figure of 50,444; truck sales over same period rose 54.5% from 15,674 to 24,200.

SWITZERLAND—Rheinische Pipeline-Transport A.G. recently incorporated to build, operate pipeline between Basel, Zurich.

Consumption of paper recently calculated at 180 lb. per capita, paperboard consumption at 62 lb. per capita, making country 4th largest per-capita consumer of paper, paperboard in world.

THAILAND—Government seeks World Bank approval of proposed $15 to $50 million loan to finance major expansion of vocational education facilities. Loan, if approved, would enable important expansion, at university level, of facilities related to agriculture, engineering, medical sciences, as well as necessary technical training of large numbers of individuals in some mechanical, industrial, agricultural areas. Excellent possibilities for U.S. exports in classroom, laboratory equipment, supplies, construction field to open up if loan becomes final.

Preliminary work looking toward eventual construction of $53,000,000 Zonhee Dam project recently begun. Dam, which will have 250,000 kw. capacity, expected to permit extensive irrigation projects while adding significantly to electricity potential. Loan of $20 million sought by Government from World Bank. Decision may be reached in early 1965.

YUGOSLAVIA—Country turned from U.S.S.R. to Iraq as major supplier of its crude petroleum in 1963. Imports from U.S.S.R. fell from 409,432 mt. in 1962 to 233,762 mt. Imports from Iraq (U.S. interests have one quarter interest in Iraq's oil monopoly, IPC) rose from 217,937 mt. in 1962 to 348,331 mt.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Canada—land of expansion. Land of new industrial growth, of agricultural plenty, of immense transportation and storage facilities. The cover pictures, as well as those that accompany the economic report on Canada, pages 6, 7 and 8, are published through the courtesy of the National Film Board of Canada and Malak of Ottawa.

International Commerce

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Assistant Secretary Jack Behrman resigns to take university job in North Carolina

President Johnson praises economist's contribution to government's international trade program during 3½ years in Commerce Department

President Johnson has accepted Dr. Jack N. Behrman's resignation as Assistant Secretary of Commerce for Domestic and International Business. Behrman, professor of economics at the University of Delaware before he joined the Commerce Department in March, 1961, resigned effective Sept. 1 to return to the academic life.

He will become professor of international economics in the University of North Carolina School of Business.

"It has been a distinct privilege and pleasure to serve the Administration for the past 3½ years and to have a part in helping to increase the economic activity of the United States, both at home and abroad," Behrman said in his letter of resignation.

President Johnson replied:

"I appreciate the service you have rendered to the Department of Commerce and the contribution you have made to our over-all program of international trade.

"You have my best wishes for success and enjoyment in your new work at the University of North Carolina."

Behrman, a native of Waco, Texas, is a graduate of Davidson College, N.C.; the University of North Carolina and Princeton University. He has served on the faculties at Davidson, Princeton, the University of Virginia and George Washington, Washington and Lee and Oregon universities.

He also has been a consultant to the Pan American Union and the Committee for Economic Development and a research assistant in the International Labor Office. He has lectured widely and is the author of several books and articles on international finance, trade and economic development.

$2 million Eximbank cotton credit extended to Austria

The Export-Import Bank has authorized a $2 million credit to 3 Austrian Banks to help finance the purchase of U.S. cotton for use by the Austrian textile industry.

The present loan is the 9th cotton credit extended by Eximbank in Austria since 1952.

The new loan brings to some $52 million the total amount of Eximbank credits outstanding in Austria. Of this, some $17.5 million is in long-term project loans. The balance is in short and medium-term loans, guarantees and credits.

Brazilian highway officials tour U.S.

Team is 1st from southern Brazil to take part in AID program

A team of 10 Brazilian highway department executives and engineers is making a 6-week study of U.S. highway installations under the auspices of the Agency for International Development (AID). The group is the first of its kind to come to the U.S. from southern Brazil under AID's Office of International Training program.

The project forms part of Brazil's program for development of primary and secondary roads in the State of Rio Grande do Sul. Rio Grande do Sul has an area of about 110,000 square miles and a total road network of around 35,000 miles, of which 1,100 miles are Federal.

The team's itinerary included a week in the Washington, D.C. and Richmond, Virginia areas. The second leg of the tour is taking them to Oklahoma, Texas, California, Illinois, and Ohio. After observing activities of the Oklahoma Department of Highways the group moved on to Austin, Texas for a 3-day stay under the auspices of the Texas Highway Department, followed by 4 days in Sacramento with the California Division of Highways.

Next, private Illinois manufacturers of highway equipment took over the agenda, with visits to the Allis-Chalmers Manufacturing Company in Springfield, the Caterpillar Tractor Company in East Peoria, and the Barber-Greene Company in Aurora.

On September 2, the team will visit the Huber-Warco Company in Marion, Ohio, and on September 4 they will visit the Euclid Division of General Motors Corporation at Hudson, Ohio. They will spend the Labor Day weekend in New York City and return to Washington on September 10 for consultations with officials of the Agency for International Development and the U.S. Bureau of Public Roads.

BRAZILIAN HIGHWAY: Typical of the modern approach to highway construction in limited areas of Brazil is this scene in Southern Brazil, near Belo Horizonte. A team of highway officials are presently making a tour of the United States, under an AID grant, studying U.S. highway construction methods and problems.

BEHRMAN BOWS OUT

Some departing thoughts

Having tendered his resignation, the Assistant Secretary reflects on the progress of business-government co-operation in world trade and suggests 4 additional steps to take to approach the goals of growth and strength

By JACK N. BEHRMAN

Assistant Secretary for Domestic and International Business

In looking back over the past 3½ years, several things stand out concerning progress in government and business co-operation.

First, it became clear that the government would have to rely very heavily on business to help reduce the balance of payments deficit through export expansion.

Secondly, the Department of Commerce itself had to gear up to help promote increased overseas activity.

Thirdly, American business needed to be made more competitive both in production at home and in export financing.

Fourth, trade barriers, both tariff and non-tariff, needed to be reduced to open the channels of trade.

In addressing ourselves to these problems, we found that there was a very close relationship between interest in exports and the other overseas activities of investment and licensing. The priority, however, was given to the former because of its immediate contribution to the balance of payments. A heavy commitment was made to the Trade Expansion Act from the Secretary on down, in the belief that it would be highly significant for both domestic and international business over the long run.

Two responsibilities

The Department has, therefore, considered that it had both an operational and a policy responsibility. And in the latter it has sought to represent more effectively the interests of business within the councils of government, infusing in the formation of foreign economic policy the legitimate concerns of business.

In order to play this role, we felt it necessary first to organize the Department along appropriate functional lines. Under the belief that there is no longer a relevant distinction between domestic and international business—on the grounds that American business must meet the competition wherever it exists—all business services and policies were brought together under one Assistant Secretary for Domestic and International Business.

This action consolidated into a single operating unit the Bureau of International Commerce, the Business and Defense Services Administration, the Field Offices of the Department, and the Department's responsibility for commercial officers overseas.

Out of these resources, it is possible to dedicate to a variety of programs utilizing the expertise of men having specific knowledge of foreign countries, U.S. industry, trade promotion techniques and governmental policies and procedures.

The growth of U.S. business abroad, as exemplified by the substantial increase during 1963 and early 1964, indicates that these resources should in the near future be directed more strongly towards the problems which will arise as a result of the penetration of U.S. business into foreign markets. These problems represent not only those of trying to get a competitive foothold but also those which arise from a stronger American presence abroad as a consequence of successful competition and investment.

The recent increase in Departmental efforts has been largely toward exports. It established five Trade Centers overseas, enlisted industry participation in Trade

the author

Jack Newton Behrman, an authority on international economics, joined the U.S. Department of Commerce in March 1961, as deputy assistant secretary. Eight months later he was named Assistant Secretary for International Affairs and subsequently became Assistant Secretary for Domestic and International Business.

Behrman was born in Waco, Texas, and received degrees from Davidson College, N.C.; the University of North Carolina and Princeton University. Before joining Commerce, he was professor of economics and business administration at the University of Delaware.

Fairs, and mounted Trade Missions in the advanced markets, as well as expanding and accelerating the flow of information and infusing a greater awareness by commercial officers overseas of the needs of business.

It also instituted a series of modernization conferences to stimulate U.S. business to invest at home for the purpose of increasing its productivity and competitive strength, domestically as well as internationally.

Given the growing activity of U.S. business overseas, there is an even greater need for close co-operation between business and government on trade and investment problems and governmental policies affecting them. The Department itself can be a very effective instrument for developing a coincidence of views between business and government officials, particularly if it has specific knowledge from business of the problems as they arise.

Singular moves

Some singular moves have been made with business over the past 3½ years to develop a closer co-operation both in an advisory fashion and in operational programs.

For example, the National Export Expansion Council and its 40 Regional Councils have become an increasingly effective means of encouraging businesses to enter the export market. The contribution of time by over a thousand individual businessmen has been a notable expression of recognition that business and government have mutual objectives in expanding overseas business.

On its own part, not only has the expenditure of time and money by the Department been rapidly increased to support the export drive, but also the President has established an Export Expansion Coordinator and a new Interagency Committee on Export Expansion for the purpose of making certain that the activities of all agencies having anything to do with the sale of goods overseas or their financing are appropriately coordinated to assure maximum support of business interests.

New Committee

In the area of international investment the Department initiated the Commerce Committee for the Alliance for Progress (COMAP) for the purpose of stimulating the flow of direct private investment to Latin America and thereby accelerate growth of the private sector in that area.

As a consequence of the rapid decline of such investment during 1961-62, the Committee felt that some effective stimulants were needed on the part of government and recommendations were made to the effect, including a tax incentive for investment in the less developed countries.

In order to stimulate activity in the private sector in the developing countries, the Department played a leading role with AID in committees of the Inter-American Economic and Social Council relating to financing the private sector and stimulating its growth.

The Department also initiated with the Business Council for International Understanding and, with BCIU and AID, conducted a quite successful investment mission to India, out of which came new enterprises there and a more receptive stance on the part of the Indian Government.

Out of these meetings have come proposals for closer involvement of the private sector in economic programming of governments and assistance by the private sector to small and medium-size businesses in an effort to stimulate their growth.

Out of these discussions and deliberations by members of the U.S. business community came the International Executive Service Corps, which will undertake operational responsibilities for stimulating the private sector in developing countries which seek this type of assistance.

It's significant

This experiment is of singular significance in that it is the first time that business has assumed responsibility on a *pro bono publico* basis for implementing certain of the objectives of foreign economic assistance. Its success should point the way for other new techniques of business-government co-operation.

To support these moves, the President proposed a 30% tax credit on investment in less developed countries.

The fact that this proposal was developed with the full support of Commerce, State and AID is further evidence that the Administration is eager to demonstrate that private sector growth should be a leading element in developing economies.

Effective and continuous communication between business and government can be of great significance in passage of sound legislation.

Most of the trade and other associations of business were not established for the purpose of communicating with government but for the purposes of serving needs of business groups communicating with themselves or of pressing particular views on Congress or the Executive. Neither of these objectives is conducive to the continuing dialogue which is needed between government and business on a wide variety of policy areas —for example, tariff matters, East-West trade, investment policy, antitrust, taxation.

The need for co-operation in both the areas of consultation and co-operative operations is increasing yearly. But little has been done on the part of either business or government to come to grips with numerous difficulties which lie in the way of co-operation in the formulation and implementation of foreign economic policies—which, it should be stressed, rely almost wholly for their implementation on the U.S. business community, directly or indirectly.

Pay attention

The lack of effective co-operation is critical and warrants the attention of some of the best minds in both industry and government if we are to achieve the goals of growth and strength for the free world.

There are some immediate steps which should be taken in this direction. First, more businessmen should find an opportunity to serve with the Government—not only to infuse government policy with an understanding of business problems but also to take back to business a thorough familiarity with the objectives and procedures of government. If this is done sufficiently, there will in fact be a continuing dialogue almost on a personal basis between officials of business and Government.

Second, a concerted effort should be made to institute a program of temporary service within the commercial programs of the Foreign Service. This could be used as a training ground for younger members of a company interested in overseas operations (such as recent college graduates) and would be a valuable contribution to the export expansion drive if middle-management officials could be drawn in for a year or two.

Senator Magnuson has recently proposed legislation authorizing drawing on businessmen for expansion of our commercial activities overseas. This might well be the vehicle for another co-operative program.

Third, a means should be found for assisting business to establish trade and service centers overseas in the less industrialized markets. Co-operative marketing and service centers could be set-up, supported initially by Government funding of the fixed costs and by promotional assistance of commercial officers overseas. This would meet the need to get manufacturers of light consumer and

producers goods into markets which require continuing servicing and at substantially lower cost than is now the case.

Fourth, in line with the objective of private sector participation in economic programming by the less developed countries, one or more companies could perform a significant service by analyzing the potentials in one country or region for the establishment or growth of their particular industry.

For example, the chemical or steel industry should be able to determine the particular types of products and locations of activity appropriate for an integrated Latin American economy. Such an analysis would not only identify specific opportunities for private investment but would also assist in national economic programming and in aid programming, and would demonstrate the ability of the private sector to pursue with governments their mutual objective of accelerating economic growth in the less developed countries.

If concrete steps such as these can be taken, the difficult road of joint formation and implementation of foreign economic policy can be more easily charted and travelled.

Commercials come to Swiss TV in a very limited way

Commercial television, to a rather limited extent in comparison with U.S. TV, will begin in Switzerland next January 1st. The Swiss Federal Council recently issued a directive of which some of the highlights are:

- Commercials will be limited to 12 minutes daily between 7 and 8:30 P.M. (The Italian-language program will have a slight variation timewise.)
- No commercials will be permitted on Sundays and holidays.
- No commercials will be permitted for alcoholic beverages, tobacco products and drugs and pharmaceuticals.
- No religious or political paid propaganda will be permitted.
- Foreign products may be advertised.
- No promotion of installment-buying is permitted.
- Only direct sales appeals will be approved. No hidden come-ons will be permitted.

Radio broadcasts in Switzerland, and the static-free 6-station telephone radio will continue without commercials.

It is expected that the present directive will be in force for a period of 4 years, during which time the Federal Council will study what changes, if any, need to be made.

It is estimated that in Switzerland 70% of the TV audience is German-Swiss speaking, 20% French speaking, and 10% Italian speaking. The result is that commercials on the nearby German and Italian stations have an audience in Switzerland.

Global financial management to be conference theme

Sponsors slate September 22-23 meeting in Los Angeles hotel

A 2-day conference on "Financial Management in a Global Economy" will be presented September 22-23 in Los Angeles' Biltmore Hotel by the Regional Export Expansion Council, the Chamber of Commerce, Town Hall and the Graduate School of Business Administration, University of Southern California. The conference will constitute the university's 3d Annual Institute on Finance.

The keynoter will be Daniel L. Goldy, national export expansion coordinator and executive director of the Cabinet Committee on Export Expansion. Tuesday and Wednesday luncheon speakers will be Ambassador Roger Ockrent and David Rockefeller, president of New York's Chase Manhattan Bank. Ambassador Ockrent is permanent representative of Belgium and chairman of the executive committee of the Organization for Economic Cooperation and Development.

Conference topics

Topics will include concepts of managing international operations, trading with the Soviet Bloc, developments in international finance and monetary relations, private and public investment abroad, the contribution of government in developing a global economy, the role of the international consortium, and the U.S. business image in Latin America.

For conference information, **write:** Office of Executive Programs, Graduate School of Business Administration, University of Southern California, Los Angeles, California 90007.

Power project and railway expected to boost Swaziland

Rail line speeds iron ore flow to Japan; World Bank assists $5.6 million power scheme

Substantial progress has been reported on two major developmental projects in the British High Commission Territory of Swaziland—a hydro-electric scheme at Edwaleni in western Swaziland, and a 140-mile railway to the Mozambique border. Both are expected to contribute substantially to the economic viability of this small southern African territory.

The hydro-electric project, which will harness the waters of the Usutu River, is already in partial operation. With one of the four turbines planned for the first stage of the project functioning, power is now being provided for the capital at Mbabane and other nearby centers.

When completed early in 1965, Phase One of the project will generate 10,000 kilowatts of electricity. Initially, the major consumer for the project will be the iron ore mine at Bomvu Ridge which is due to ship its first consignment of ore to Japan later this year. Several large sugar estates located in the Territory will also be important power users.

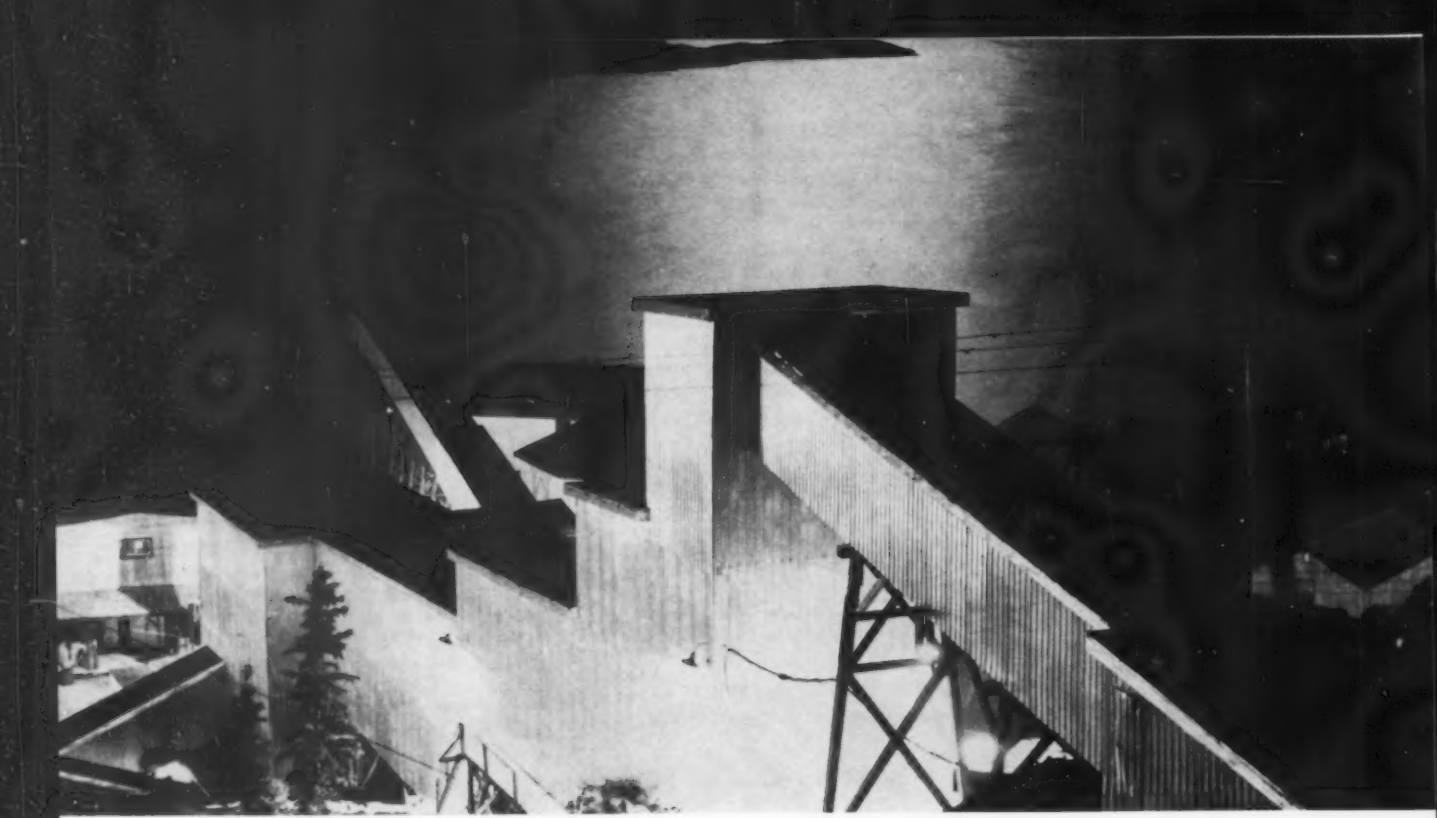
Cost $5.6 million

The cost of this first stage of the project is $5.6 million, with major assistance ($4.2 million) coming from the World Bank.

The railway project has been moving ahead on schedule and should be completed within the next few months. The line will run from the mineral-rich lands of west-central Swaziland eastward to Goba on the Mozambique border, where it will link up with the recently-completed Mozambique line running to the Indian Ocean port of Lourenco Marques.

The original purpose of the $20 million railway was to facilitate the coastward shipment of iron ore from the Bomvu Ridge in fullfillment of a $110 million supply contract with Japan.

However, the new rail line is also expected to stimulate the development of other mineral industries such as coal in central Swaziland and to facilitate the export of wood pulp, citrus, cotton and sugar products.



SHINE ON ARCTIC MOON: Moonlight bathes a mill at Port Radium, in uranium mining country around Great Bear Lake, 30 miles south of the Arctic Circle.

Canada: records rise

Optimism generates record industrial building surge in 1st half of '64

Optimism features most forecasts of Canada's short-run economic future. Businessmen in general expect expansion to continue into 1965. Professional economists are somewhat less sanguine but only one has predicted a serious downturn in the next 6-9 months.

Since the GNP in the first quarter made a record rise of 3% over the strong last quarter of 1963, it is now expected that the advance for the whole of calendar 1964 will be in the 6-7% range instead of the 5½% predicted earlier. There is a possibility that the rate of growth will begin to slacken before the end of the year.

Capital spending grows

Areas of strength in the economy which are encouraging forecasters are personal consumption, machinery and equipment, and non-residential construction, with expansion in the capital goods field particularly impressive.

Planned investment expenditure for 1964 has been re-estimated at $10.8 billion (Canadian), or 7% above the estimate made at the beginning of the year and 16% above expenditure in 1963. The current estimate shows a marked increase in outlays for expansion of plant, especially in the manufacturing industries, including pulp and paper, chemicals, primary steel, motor vehicles, textiles, and petroleum by-products.

Construction projects

Expenditure for new housing, which includes a marked advance in apartment building, is expected to total more than $2 billion this year, 18% above last year. Activity was extremely high in this field in the first quarter because of the Government's bonus plan for winter home starts. In the second quarter there was a downward reaction which has temporarily affected employment.

However, the total value of construction contracts awarded for the first half of the year was 29% over the first half of 1963, with business building up 25% and industrial building up 93%.

Work on the site of the 1967 Montreal World's Fair is contributing to activity, and other new projects, some of gigantic proportions, are expected to get under way within a few months. The winter bonus plan has been extended for 1964-5.

Tax no handicap

There have been suggestions that the marked rise in investment outlays has been influenced by a desire to avoid the escalation of the Federal sales tax on machinery and building materials. The tax was applied to these goods for the first time last year when a 4% rate was authorized with a provision for increase to 8% on April 1 this year and again, on January 1 next, to the full 11% applied to most other commodities.

Notwithstanding the April 1 tax rise, however, machinery sales in the second quarter have been estimated at about as heavy as in the first quarter of the year.

Automobiles and steel also continue in the front line of demand. This year's sales of new passenger cars and trucks are expected to exceed 700,000 units for the first time, compared with 655,000 in 1963, according to the Canadian

Motor Vehicle Manufacturers Association.

General Motors' new Quebec plant is of great significance for that province, which has not previously attracted the automotive industry. Dominion Rubber has recently announced construction of a tire factory there, another first for the Province. American Motors recently announced immediate expansion of its Brampton, Ontario, plant to provide engine assembly units.

In primary steel, output hit a new high in the first quarter of the year but a tight situation developed with most mills on quota systems for certain products. Steel Co. of Canada will add a hydrochloric acid pickling line to its Hamilton, Ontario works, and other steel expansion is planned.

Foreign trade records

With prosperity pushing Canadian production to capacity, demand for imported goods has risen rapidly even though domestic producers have been able to capture an increased share of the market in the past 3 years. The Dominion Bureau of Statistics says, however, that the peak of import trade may have been passed in April when Canadian receipts from foreign countries were valued at an all-time monthly high of C$709 million (US$656 million), 28% above April, 1963 and 9% above the previous monthly peak of C$650 (US$601) million set in May 1962.

U.S. foreign trade returns show exports to Canada for April at $439 million with some recession in May and June to $425 million and $417 million, respectively. The half year's U.S. export, however, set a new record at $2,404 million, (U.S.) compared with $2,051 million in 1963.

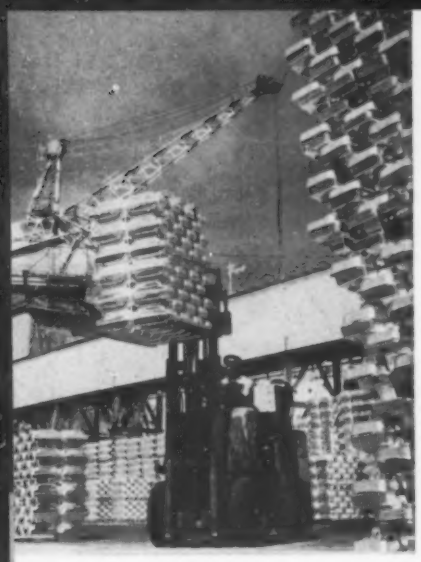
In U.S. imports from Canada, the second quarter trend was toward increase and the half year's trade was valued at $2,005 million, compared with $1,838 million last year. Expectation of continued strength in the U.S., Canada's first market, is a big factor in Canadian optimism, although sales to other nations are also setting new records.

Drought affects prairie

Although the impact is not yet clear, Prairie Province farm income will probably fall because of drought in Saskatchewan. That Province has Canada's largest wheat acreage and until late July rains improved the situation, experienced a serious setback to the crop in its north central section. With Manitoba and Alberta Provinces less affected and an 8% overall expansion in wheat acreage, a better than average Prairie wheat crop

WARM LEFTOVERS: Residue of molten iron drains from ladle in the Quebec Iron and Titanium Company's plant at Sorel, Quebec. At left are giant electric treatment furnaces to separate titanium from iron.

CANADA'S BREADBASKET: a grain truck is loaded from a combine in a Saskatchewan wheatfield. Drought will reduce the Prairie Provinces' 1964 wheat crop well below last year's all-time record harvest.



FOR EXPORT: Aluminum ingots for shipment abroad, where 85% of output goes.

LEGAL FORGERY: Bauxite ore from British Guiana is processed, then forged into aluminum ingots by huge hammers.

OLDTIMER: rings show that a newly-cut Douglas Fir tree in British Columbia was 800 years old.

is expected, although much under last year's all-time record harvest of 703 million bushels.

The outlook in feed grain production is not as favorable, primarily because oats and barley plantings were reduced 11 and 12%, respectively.

Total wheat and flour exports in the crop year ended July 31 are now estimated at 590 million bushels, compared with 315 million in 1962-3. Wheat exports in 1964-5 are expected to be lower in consequence of the filling of the 239 million bushel USSR wheat order. However, substantial quantities for 1964-5 shipment have been contracted for by Eastern European countries and China, which is expected to run the total Canadian export to the 400-450 million bushel figure, still extremely large trade.

Rising production costs have replaced commodity surpluses as the farmer's top problem, and may affect agricultural machinery sales. Farm operating expenses in 1963 rose to a new high and reduced net income slightly despite the large volume of production.

U.S. legislation awaited

Canadian securities markets are awaiting with interest the passage of the U.S. Interest Equalization Tax Legislation which will give the Treasury authority to exempt certain Canadian issues by regulation. Most Canadian observers agree that the removal of uncertainties in the application of the tax could result in some increase in Canadian borrowing in the U.S. but there is no agreement concerning the size of the borrowing backlog.

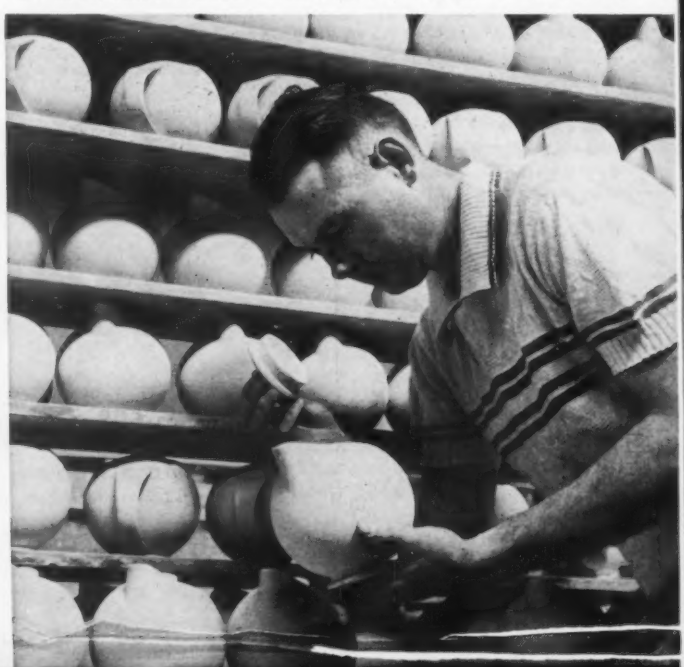
Social security system planned

Of great significance from the viewpoint of the future of Canadian domestic financing resources as well as the economy generally is the Canadian Federal Government's proposal for a country-wide pension (social security) system supported by compulsory contributions. This would augment the present old-age security system. It is expected to result in the accumulation of some $3 to $3.5 billion in public funds by the late 1960's and of $8 billion by 1975.

The Provinces would be able to keep, administer and invest the funds.

ROLL 'EM: Rolls of newsprint, Canada's top export, are loaded aboard.

HOW MANY LUMPS?: Foreman checks teapot in pottery plant at Medicine Hat.



ECONOMIC DEVELOPMENT INSTITUTE

IBRD runs swanky school

Curriculum of unique World Bank staff college is tailored to requirements of senior officials selected by 85 regimes

By STANLEY LICHTENSTEIN
Staff Writer

The hand-written letter—sent from a hotel in Athens—was full of warm personal allusions.

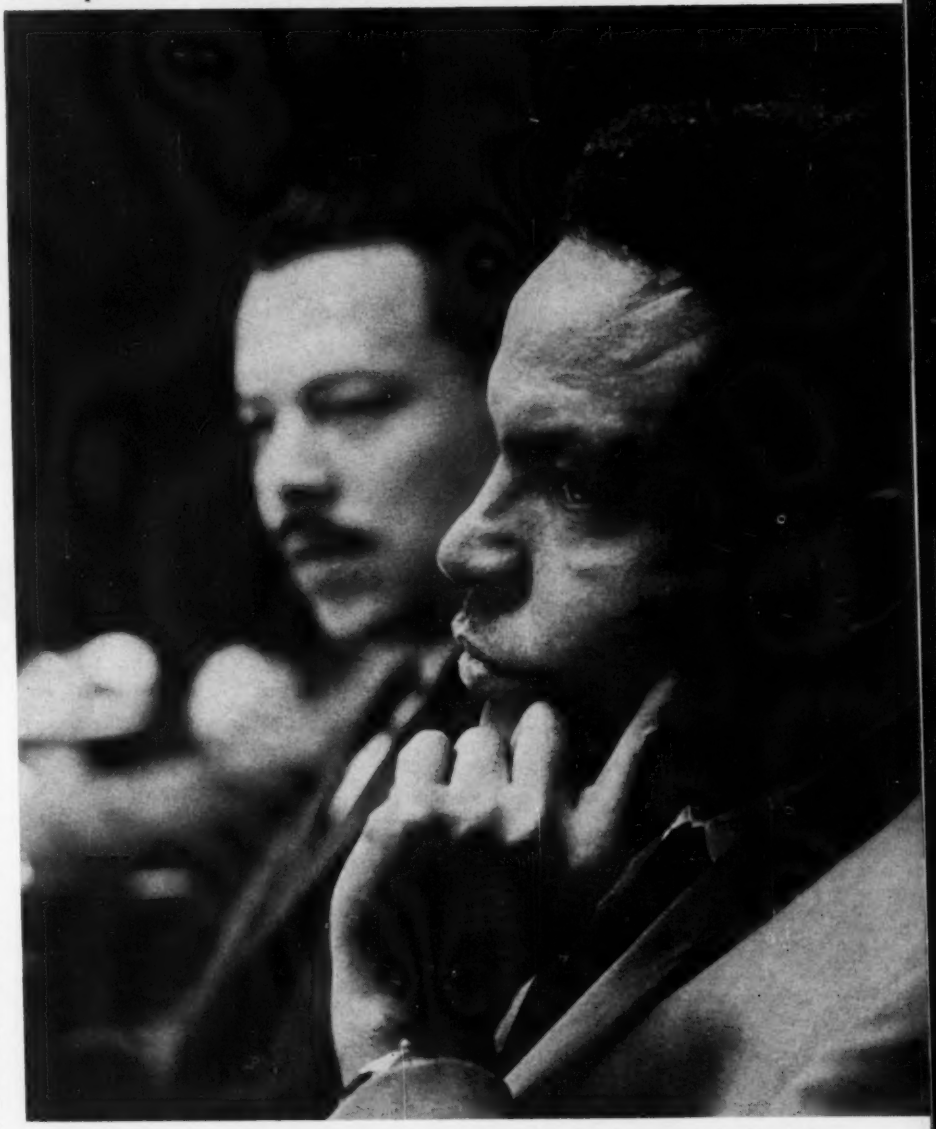
"My wife and I are spending two weeks in Greece before returning to Swaziland," it began, and it ended 3 pages later on this note: "Thank you for your kindness during the course and in particular the introduction to baseball."

Clearly, fond memories of the United States will always be with Reginald Francis Oldham, senior assistant secretary for development in the Government of Swaziland. His letter, dated July 12, 1964, and addressed to John H. Adler, director of the World Bank's Economic Development Institute, was a testimonial to the value of the 3-month industrial project evaluation course Oldham had taken in Washington. The baseball was extracurricular.

Similar letters have been penned by strategically placed officials in finance and development agencies of Pakistan, Iran, Jamaica and other countries. All give thanks for new insights into practical economics and declare that their American experience makes them better leaders in their own nations. When such leaders look abroad for needed goods, they are likely to be favorably predisposed towards the United States.

EDI—the Economic Development Institute—is one of the world's most exclusive colleges. The friends it makes for the United States are small in number, great in influence. Registration in its half-dozen courses is limited to about 20 persons each.

"The process of selection," notes Dr. Adler, "is rather elaborate." In a letter signed by the president of the International Bank for Reconstruction and Development (World Bank), member countries are asked to nominate government officials or officials of central banks, development agencies or state economic enterprises. "The chief requirement is that the persons nominated must be concerned in their jobs with matters of economic policy, or be responsible for carrying out policies related to economic development. Thus, the only common denominator of all participants is rather extensive experience in government service or in an agency in the public sector."



Since 1956—EDI's first full year of operation—some 340 senior officials from about 85 less developed countries have enrolled, all hand-picked both by their governments and the Institute's Admissions Committee made up of a vice president of the Bank, several department heads and the director of the Institute.

Governments or agencies nominating candidates for EDI must agree to give them leave of absence with pay for the duration of the course and guarantee them responsible posts upon their return. A $1,500 tuition is charged for the Gen-

FINANCIAL ANALYSIS: George Garvy, advisor to the Federal Reserve Bank of New York, is one of specialists who lead a variety of seminars for EDI.

LOOK-SEE: White Plains, N.Y., extrusion plant is toured by EDI class.

HAMMERING IT OUT: Staff works on itinerary for group's Detroit-area tour. Field trips are undertaken to places within and outside the United States.

eral Course and $500 for the others, not for budgetary reasons but to insure the selection of worthy candidates by the agencies.

The 1965-66 program, in addition to the 6-month (Oct. 4, 1965-Mar. 31, 1966) general course, calls for 3-month courses including:

- ► development course given in French, Mar. 22-July 9, 1965
- ► industrial project evaluation course, Mar. 29-June 18, 1965
- ► agricultural development course, June 28-Sept. 17, 1965
- ► project evaluation course given in Spanish, Sept. 20-Dec. 17, 1965

New ground

Jaipur, India, will be the host for a new course in evaluation of economic development projects, scheduled for Oct. 19-Dec. 11, 1964. Eight Asian countries —Afghanistan, Burma, Ceylon, India, Malaysia, Nepal, Pakistan and Thailand —have been invited to designate key officials for enrollment in this course, which is co-sponsored by the Indian Institute of Management (IIMC), Calcutta. IIMC is an autonomous organization operating under government auspices.

With emphasis on case studies, this course will cover the selection and appraisal of investment projects, financial policy, financial analysis and the measurement of performance of projects in various economic sectors. It is the first of its kind to be given by EDI outside the Bank's headquarters, and will be conducted by Ashok Mitra of IIMC (a former EDI staff member) and George Baldwin and Jack L. Upper of EDI's current staff.

Special needs

The Institute's offerings are designed to give training in "the economics that matters" for developing countries whose limited government resources must be supplemented by the contributions of private enterprise. Additions to EDI's basic curriculum have been made in response to demand. The courses on industrial development projects were begun in 1963 after the Institute had come to know intimately the needs and desires of its clients. Similarly, while English remains the language of instruction for general purposes, it was found that courses given in Spanish and French would fill a void for important groups of senior officials. Special courses have been given at the University College of the West Indies in Jamaica, the United Nations Food and Agriculture Organization, and—for 30 Korean officials—in Seoul in 1962.

Founded with initial financial support from the Ford and Rockefeller Foundations, the Institute has a small full-time teaching staff whose efforts are supplemented by World Bank and International Finance Corporation specialists (economists, engineers, lawyers, financial analysts, commodity experts and country specialists) serving as lecturers at cer-

DRUG PLANT: Leading tour is faculty member Samuel Lipkowitz. With him are senior officials from Nigeria, Yugoslavia, Bolivia, Argentina and Spain.

CLASSROOM TO FACTORY: Participating in Economic Development Institute seminars (below) or visiting an auto plant (above) to learn about assembly-line complexities, students are kept always on the go.

tain seminars. Members of the Universities Advisory Committee are drawn from Harvard, Yale, Queens (Canada) and Massachusetts Institute of Technology faculties.

Since 1960, economic development libraries have been donated by EDI—with Rockefeller Foundation financial assistance—to more than 60 World Bank member countries or territories. Some 400 carefully chosen works—including difficult-to-obtain items specially reproduced for this project—are included in each of the more than 125 sets donated. Similar libraries in French, Spanish and Portuguese are being produced for further distribution.

The Institute's work takes on an escalating effect around the world through such contributions and through the living witness of returned EDI graduates like Reg Oldham of Swaziland. Fellows of the Economic Development Institute—as General Course graduates are known—are forming an increasing number of EDI chapters in their own countries.

For information, **write:** The Director, Economic Development Institute, 1818 H Street, N.W., Washington, D.C. 20433.

Business is one big buzz

West Coast man's most recent foreign venture involves unusual export to Punjab

Nature is buzzing with something of a U.S. accent in the Indian state of Punjab these days.

It's due in part to the export effort of a Californian who says he doesn't make a lot of money selling overseas but nevertheless feels he is contributing to human welfare in far-away places.

The man is Harry J. Whitcombe of Davis, Cal., and his product is honey bees.

Whitcombe's latest foreign venture is helping the University of Ludhiana, in the Punjab, introduce a new race of bees to India.

Thousands in flight

A major part of the project was completed several weeks ago when bee-breeder Whitcombe shipped a colony of 150,000 worker bees and 10 queens on a 9000-mile jet flight to Punjab. The colony traveled in 10 3-pound containers, with 15,000 workers and one queen to a package.

FLY NOW: Harry Whitcombe prepares packages of bees for shipment from his California apiary.

University officials have ordered a September shipment twice as big, but Whitcombe doesn't think they'll need that many more bees.

"Where bees are established, it is only necessary to send the queens," he said. "With queens available, and under proper conditions, hives of bees can be multiplied like rabbits. It is the first few colonies that present the real problem.

"In situations of this kind, I would be very much surprised if much dollar volume were involved. The dollar value of the India shipment was very small. The packages themselves were about $55 and the air freight was $200.

The important thing

"The really important factor is the establishment of the bee industry, and its development and growth, because the bee industry plays a very potent and significant role in the agriculture of any country.

"Many of the things we take for granted in our agriculture we would not have if it were not for the pollinations by the bee. And this extends into the livestock industry, where food and forage would not be available if it were not for the pollination by the bee."

Whitcombe, one of the nation's leading apiarists, said the U.S. bee industry does only a small percentage of overseas business. But sales to Canada run to "millions of dollars" annually because Canadian bee-keepers "kill the bees every winter and buy new ones in the spring."

Whitcombe's Westacre Apiaries pioneered in air shipment of bees 15 years ago and continues to ship bees all over the world for breeding purposes. Several years ago, in a situation similar to this summer's sale to India, the Californian aided in establishing a new strain of bees in The Philippines.

India's problem

The problem facing the bee-keepers in India, Whitcombe said, was to replace the Indian bee, Apis indica, with the much more productive Italian strain of Apis melifera, or common U.S. honey bee. After unsuccessful efforts to establish melifera colonies by introducing melifera queens into indica colonies, they ordered the complete colony of U.S. bees.

Peace Corpsmen in India and the U.S. Department of Agriculture's bee culture laboratory in Beltsville, Md., assisted in the transaction, and the shipment was made via Pan American World Airways from San Francisco International Airport, Whitcombe said.

"So far as I know, this is the longest distance bees have been shipped successfully," Whitcombe said. "They arrived in excellent condition and are now installed and working in hives.

"The flight time was 30 hours. However, the time is not a factor because in our standard package the bees have feed for 4 or 5 days. Ventilation and temperature are the main factors.

Hot and cold

"At 60 degrees, the bees remain quiet and clustered. As the temperature rises they become more active, fanning in an attempt to keep cool and, in so doing, actually generating considerable heat. In an unventilated area they can build up the temperature so that in a short time they die.

"The temperature on the ground at some of the places the plane landed was in the 100-degree range but the shipment, as I understand, was in the ventilated cargo compartment of the passenger area, with the same air-conditoning as the passengers. Apparently they kept the ventilation and temperature in the realm of human comfort, or the bees would not have arrived in such beautiful shape."

Of his unique role as a U.S. exporter, Whitcombe said simply:

"It was quite an honor to be the one to make the shipment."

Australian Forestry Council to coordinate development

An Australian Forestry Council has been formed to coordinate research into all aspects of forest development and utilization.

The Council will consist of the Federal Ministers for National Development and for Territories and the ministers in charge of forests in 6 Australian States. It will also have a standing committee.

The Council has been established, according to observers in Australia, to develop forestry programs which might forestall an annual timber import bill of between $440 and $850 million by the year 2000.

DISCUSS COMMUNITY DEVELOPMENT: Men and women assemble in Sierra Leone village to discuss improvements designed to raise standard of living.

World Bank loan will expand electric power in developing Sierra Leone

The World Bank has loaned Sierra Leone the equivalent of $3.8 million for the expansion of electric power generating and distribution facilities.

The loan will assist in financing a 13,200-kilowatt diesel power plant which will more than double the supply of power in Freetown, the capital city. This is the first Bank operation in Sierra Leone.

The loan was made to the Sierra Leone Electricity Corporation, a newly established agency which has responsibility for the operation of all public power installations throughout the country. These now consist of 2 plants in Freetown with a total capacity of 9,800 kilowatts and 16 diesel stations in the Provinces with a total capacity of 4,100 kilowatts.

Sierra Leone, on the west coast of Africa, has an area of 28,000 square miles and a population of 2.2 million. About 250,000 live in Freetown and its environs. The greater part of the population is engaged in subsistence agriculture, including fishing. Cash crops consist mainly of palm kernels, coffee and cocoa.

In the past 10 years, minerals have assumed an important role in the economy, with diamonds and iron ore accounting for 80% of the value of exports. Diamond production is now falling, but production of bauxite has begun recently and rutile, a titanium bearing mineral, is to be mined in the near future.

There is limited use of electricity throughout the country. The largest demand is in Freetown, where power growth has averaged 16% annually in recent years and is expected to increase at about 15% per year for the next several years. The project being assisted by the Bank includes construction of a new generating station at King Tom Point in Freetown and the expansion of distribution facilities. The station will be equipped with two 6,600-kilowatt generators, associated switch gear, fuel storage tanks and ancillary works. Provision is being made for the later installation of a third unit, which may be necessary by 1968.

The King Tom station is already under construction and is scheduled for completion in 1965 at a total cost estimated at the equivalent of approximately $5 million. The expansion of the distribution system will be carried out mainly during 1965. The project is being built under the supervision of consultants.

GARDENING LESSON: Village women in Sierra Leone get lesson in gardening under program sponsored by United Nations.

UNICEF photo.

Trade-bill obstetrician now has time for a book

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

With sumo-size souvenirs of 4 years packed in the trunk, Dr. Jack N. Behrman, Assistant Secretary for Domestic and International Business, this week leaves the crater-like corridors of the Commerce building, a structure that is an architectural triumph of the Leavenworth school of design.

Behrman is heading his off-white 1959 Pontiac station wagon south—packed with memorabilia, his wife, two daughters and a son—towards the campus of the University of North Carolina, where a benign faculty administration will permit time for him to commit a book. "I can do it in a year," said Behrman. "They think three."

This man, the administration's trade-bill obstetrician, is no novice to the writing dodge, having already been a party to 7 tomes relating to business in international affairs. Behrman's new one will cover the same theme, fortified with new knowledge, for it was during the Behrman days that U.S. exports gushed 25% ahead of any period in history.

Behrman's office was smaller than the Pimlico grandstand and sometimes as unpredictable. On the walls he kept a copy of the 1962 trade agreement, autographed by President Kennedy. There was also a photograph of a terse White House meeting, attended by Secretary Hodges, Export Coordinator Dan Goldy and himself. President Johnson, grim-faced, was speaking on the telephone; all appeared taunt and strained. An air of doom carried through the lens.

"It was really nothing," Behrman grinned. "Mrs. Johnson had just called to find out about dinner that night."

His book, coming from one of the Nation's most respected authorities, written as a private citizen, will permit plain speaking on business and government in foreign trade.

"He will be able to say what he wishes without motives being challenged," an associate said. This corner does not think that matters. His views have always been worn openly like a comfortable jacket, but it is not what he said, alone, but what he did, that set a pace that helped turn the U.S. from a disinterested world trader into an excited international supplier.

Sit with him one day in the stadium he called an office. Behrman's coat will be off, his feet on the desk. When one looks at him the first impression is glasses with ebony rims that frame a dome as bald as the Capitol, glistening in the overhead light like the cue ball on green felt.

The outgoing head of international commercial affairs for the U.S. is a weekend golfer, tennis player, fisherman and hunter, but his favorite recreation is ping pong, a game admired by many because it is not necessary to leave the club house to play.

"Want to know about Behrman?" asked a staff member. "He is smart, but more than that, he understands human beings. He administers well and matters terminate. He respects your judgment."

Today there is this reception of co-workers, including Secretary Luther Hodges, and men from a dozen bureaus and departments to say good-bye to an honorable public servant.

Dr. Jack Behrman, educator, world wanderer, and international student of business, leaves a void, but no one believes he will be long from the action. The guy, if you will pardon an expression, knows too much about it.

Classes scheduled in Newark this fall on foreign trade

Rutgers Extension Center offers second opportunity to 'students'

Interested in learning more about risks abroad and how to avoid them? How to locate customers? How to develop plants overseas?

Rutgers University is offering the opportunity—for the second time—in a special Foreign Trade Class at its Newark Extension Center. Classes will be held this fall on Monday nights from 7:30 to 9:30 starting Sept. 21.

Instruction will cover the principles of international trade, how to broaden the marketing base, risks and how to avoid them, locating the customer, pricing, financing, export brokers, sources and types of credit, license royalty agreements, developing plants abroad, rates, cargo clearance, export packaging and documentation, and U.S. export controls.

Participating agencies

Assisting the State University in conducting the export program are the Department of Commerce, the N.J. Department of Conservation and Economic Development, the N.J. Bankers Association, the N.J. Manufacturers Association, and the World Trade Association of the Commerce and Industry Association, Newark.

The course is offered in response to those who could not attend the first course given last spring.

Twenty-five firms active in exporting were represented during the "spring semester." The "students," according to Rutgers, were mostly interested in reviewing and expanding knowledge of all phases of the export field.

Write: the Newark Extension, Rutgers —The State University, Newark, N.J.

TRADE CENTERS

The Trade Center program initiated in June 1961 in London has gained momentum with the establishment of similar Centers in Frankfurt, Bangkok, Tokyo, and Milan. A sixth Center will open in Stockholm early in 1965. A total of 1,328 U.S. firms, including 460 new to the market, participated in 50 different Trade Center shows through the first quarter of this year. Orders booked totaled over $16 million with projected sales for 1964 more than double that figure.

Germans seek fasteners

Trade Center to help U.S. firms sell advanced devices in 'made-to-order' market

When Germany had a cheap and abundant labor force, her industries traditionally bought conventional mechanical fasteners, nuts and screws.

Times are different today, however. Labor is scarce and wages are high in the Federal Republic. Industries there are seeking fastening devices and techniques that save time and labor.

'Made-to-order'

For the American supplier of advanced-design mechanical fasteners, assembly tools and production equipment, this presents a "made-to-order" market.

Hundreds of visitors and buyers are expected to attend the U.S. Frankfurt Trade Center show Dec. 2-9, set up to help American manufacturers in this field sell their products in Germany and the Common Market.

The Trade Center show will concentrate on those products having the greatest opportunity for potential sales.

This includes special patented or proprietary mechanical fasteners—special because of design, function, superior properties such as heat or corrosion resistance, tensile strength, and in-place cost saving.

Also included will be advanced assembly tools and applicators such as nut runners, power screw drivers, scruguns, torq-wrenches, riveters, single- and multiple-spindle nutsetters.

Production equipment of the latest design and performance—including multi-product cold headers and thread rollers—will also be exhibited.

Non-conventional

Not scheduled for exhibit are conventional fasteners, ordinary assembly tools, adhesive materials and welding equipment.

A survey conducted for the Department of Commerce reported the following about product groups which offer a promising potential over the next three to five years:

Several American machine type tapping screws incorporate patented or otherwise protected features for which no equivalent exists in Germany.

Locking screws and nuts on the German market are chiefly of designs patented by U.S. companies and which have a few comparable German counterparts.

A number of U.S. companies offer a wider range of speed nuts and similar advanced fasteners than does the entire German industry.

In the field of quick-operating fasteners and clamping devices German industry has little to offer comparable to the more versatile American products.

U.S. manufacturers can provide a large variety of inserts with uncomplicated designs that have been proven in the aerospace industry.

The West German economy has expanded continuously since World War II. Its 1963 GNP was $94.3 billion. Manufacturing industries accounted for $38.3 billion, $14 billion of which represented the share of the major fastener-using industries.

While the economy has shown a consistent upward trend, German production of conventional fasteners has moved downward from $366 million in 1961 to $321 million in 1963.

At the same time the demand for, and use of, specialized fastening devices has moved steadily upward. In 1963 the volume of such devices represented an estimated value of $37-47 million.

More time

The El Salvador International Fair, scheduled to open next New Year's Day for a two-week run, has been postponed until Nov. 5-Dec. 4, 1965.

The Executive Committee of the exhibition, at the request of President Julio Rivera, re-scheduled the event to give foreign governments more time to include participation in their budgets.

The new dates throw the fair into a new fiscal year. Fair officials hope this will clear the way for more exhibits.

U.S. firms are invited to participate in the fair. The U.S. Embassy in San Salvador believes the event offers a good opportunity for manufacturers to promote sale of their products in the Central American Common Market countries.

Izmir Fair opens

On opening day at the 33rd Izmir International Trade Fair in Turkey August 20th 44,080 visitors jammed the U.S. pavilion and the American Consul predicted a 32-day smash hit in the making.

Highlights of the U.S. exhibits included a poultry show with baby chicks pecking their way out of their shells in an incubator, packaging machines, and U.S. barbecue equipment. Photo coverage of the Fair will be included in the next issue of International Commerce.

'Medicine USA' pushed at Syria trade fair

The latest in U.S.-made medical and dental equipment and pharmaceuticals is being displayed and demonstrated in the U.S. exhibition at the Damascus International Trade Fair. The fair opened Aug. 25 and will close Sept. 20.

Theme of the U.S. exhibition is "Medicine USA." In addition to sophisticated equipment, a comprehensive U.S.-type pharmacy will be stocked with more than 700 items donated by 61 leading pharmaceutical manufacturers. The products were assembled by the American Pharmaceutical Association and the Pharmaceutical Manufacturers Association.

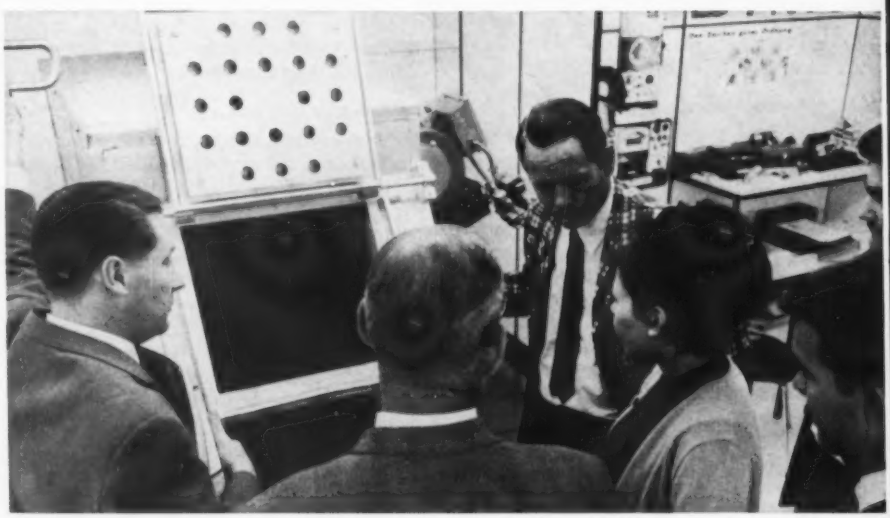
Surveys show Syria is a good market for these products. The country's annual imports of these and allied chemicals range from $12 million to $15 million, although the U.S. presently supplies less than 10% of the market, according to the Bureau of International Commerce.

Two civilian hospitals, with a combined total of 850 beds, have recently been completed in Syria, while a tender for engineering services for a 1,000-bed military hospital has recently been issued. The Syrian government has indicated an interest in U.S. products to equip these facilities.

FRANKFURT TRADE CENTER

Safety equipment attracts Germans

The Industrial and Mine Safety Equipment Show, held Aug. 12-20 at the Frankfurt Trade Center, got off to a fiery start with a demonstration of a firesuit. Other pictures show telephone company representatives (below), mine engineers (bottom left) and a prospective buyer (bottom right) examining U.S. equipment.



France remains excellent market for U.S. films despite slowdown in movie attendance, construction

U.S. not making full use of allotted feature film imports; public may not continue to accept higher admission prices

Despite a general slowdown in the French motion picture industry, France remains an excellent market for U.S. films. The number of dubbed American films released in 1963 increased slightly and 30.7% of all French movie-goers attended American films as compared with 29.6% in 1962.

The agreement between the Motion Picture Export Association of America (MPEAA) and the Centre National de la Cinematographie is valid until December 31, 1964. MPEAA member companies were granted 150 dubbing permits for the year 1964. Since only 91 new U.S. films were imported into France in 1963, the provisions of the agreement leave ample space for increased U.S. exports.

However, the success of U.S. films on the French market will continue to depend on how well they suit the discriminating demands of a buyer's market and not on the number of films released.

A total of 141 new feature films were produced in France in 1963, 9 less than in 1962, according to the U.S. Department of Commerce. Of the 1963 productions, 36 were wholly financed by French companies, 50 were co-productions with French majority interest, and 55 were co-productions with French minority participations.

Downturn continues

The recent difficulties experienced by the French film industry continued during 1963, with attendance declining, export earnings dropping, and fewer theaters in operation.

During 1963 there were 289.5 million film spectators in France who spent about $149 million in admission prices. The average seat price was about 52 cents. This compares to 1962 attendance of 311.7 million and receipts of $141 million. The average 1962 seat price was about 45 cents.

French officials commented that although increased receipts compensated for decreased attendance, they are concerned whether the public will continue to accept price increases.

The decreasing number of movie theaters is also of increasing concern to the French industry. In 1963 there were 5,683 theaters, 59 less than in 1962. The number of seats decreased by 33,500 to a total of 2.71 million in 1963. There were 67 new movie theaters built in 1963, compared with 87 in 1962.

French officials say that first quarter of 1964 figures show no fall off in attendance over first quarter 1963. This was largely due to the showing of a number of high quality films.

Air conditioning exports up 27% over 1st half '63

U.S. exports of air conditioning and industrial and commercial refrigeration equipment totaled $105.4 million for the first 6 months of 1964, an increase of 27.5% over the $82.7 million exported in the same period last year.

Nineteen of the 21 export classifications for air conditioning and industrial and commercial refrigeration equipment showed gains, ranging from 9 to 90%. Absorption and steam jet refrigeration units gained 90% in value of exports. Two categories declined, "compressor or condenser units not over one-fifth horsepower" and "evaporative condensers and their receivers."

Exports of "self-contained room air-conditioners under two-ton capacity" accounted for 22% of the total. They increased by $5.5 million, or about 28% over the same period in 1963.

The 1964 increase of 27.5% compares to a 7% gain between the first 6 months of 1963 and 1962. Calendar year exports in 1963 were $157.7 million, 10.9% higher than 1962 exports.

IDB lends Paraguay $18.1 million for economic projects

Hydroelectric scheme, national economic program are planned

Two Inter-American Development Bank (IDB) loans have made the equivalent of $18.15 million available for hydroelectric and industrial development in Paraguay.

One loan will provide $14.15 million to help finance a $25-million hydroelectric project on the Acaray River in Paraguay.

The borrower is the Administración Nacional de Electricidad (ANDE), Paraguay's electric power authority.

ANDE supplies electricity to Asunción, the capital city, and the surrounding area. In addition to the construction of a hydroelectric plant on the Acaray River, the project includes the installation of a 195-mile transmission line to Asunción, the improvement and expansion of the distribution system in the Asunción area and the modernization of the existing thermal unit in the city.

The second loan will furnish the equivalent of $4 million to the Banco Nacional de Fomento (BNF) to help organize a national development program.

In 1961, the Bank loaned BNF the equivalent of $3 million. This amount has been fully committed to help finance 218 private enterprise projects in the fields of industry, agriculture, forestry and meat and dairy production.

BNF will relend the proceeds of the current loan to private existing enterprises or new ones to finance the purchase of machinery and equipment. From its own resources, BNF will extend supplementary credits to borrowers for working capital.

The program is expected to increase industrial production and bring about a more efficient utilization of the country's natural resources. It will also strengthen the nation's balance of payments by helping to replace imports of raw materials and consumer goods, and by providing additional export commodities, particularly aimed at the member countries of the Latin American Free Trade Association.

High coffee export earnings keep Costa Rican economy in good shape

Local retailers fight to abolish newly-enacted Consumer Tax Law; 1st quarter trade surplus is first in many years for Costa Rica

The Costa Rican economy appeared to be maintaining a satisfactory level of activity during the first 6 months of 1964. High coffee export earnings kept wholesale and retail trade at generally favorable levels, helped along by intensive and effective sales promotion techniques by Costa Rican merchants and distributors.

Soft lines and furniture sales were maintained at satisfactory levels. Most consumer durables moved well; however, sales of household refrigerators came to a virtual halt because of the consumer tax (IC, Aug. 3, p. 18). Reports that additional products will soon be subject to the consumer tax, plus rumored revisions to the "Law of Economic Defense" which would fix profit margins and price ceilings on merchandise, caused apprehension among local retailers and wholesalers.

The controversial consumer tax entered into force upon signature by President Orlich on April 22. The law imposes a tax which may range up to 100% on items produced by plants receiving the benefits of the Industrial Encouragement Law. However, when the items are produced locally and at least 75% of total material used is of local origin, the tax will not exceed 50% of existing charges. When all raw materials are of local origin, the tax will not apply.

Also, the tax is not applicable to basic consumer items included in a special list to be prepared by the Central Bank. The law prohibits price increases to the consumer, except on luxury items.

Items affected

The Consumer Tax Law has been hotly debated. Automobiles, domestic and commercial refrigerators and television sets have already been subjected to the tax, and increases on radios are being negotiated.

The Chamber of Commerce, representing local retailers, is vigorously fighting the tax. The Minister of Economy and Finance has promised to establish a special commission to examine the tax's effect on industrial and commercial activity.

The new Commercial Code of Costa Rica (IC, June 29, p. 13) finally was approved and promulgated on May 1 and entered into effect a month later. Articles 360 to 366 of the Code refer to the licensing of indent and sales agents and sales representatives of foreign manufacturers, and comprise long awaited legislation. The serious sales agents have welcomed this legislation, as it will restrict the activities of numerous "fly-by-night" operators who engage in sales representation as a sideline.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Preliminary figures for first quarter 1964 showed an export surplus amounting to nearly $6.5 million, the first in some years.

Exports were valued at $36.5 million, exceeding imports by $6.491 million. Coffee export earnings of $24.8 million, representing approximately 68% of that total, were followed by banana shipments valued at $6.4 million.

U.S. share

The U.S. received approximately 42.7% of Costa Rica's exports, and accounted for about 44.5% of all imports.

Congestion in the ports, particularly at Puerto Limon on the Atlantic coast, continued to preoccupy foreign traders and the Government. It gave rise to widespread pilferage in Puerto Limon and the Pacific port of Puntarenas.

In a cooperative effort to alleviate the situation, the Northern Railway Company, which operates between San Jose and Puerto Limon, agreed to construct a large storage shed for protective cover of merchandise. The Pacific Railroad which operates the port of Puntarenas and the railway between that port and San Jose, lowered its wharfage rates on certain categories of products and inaugurated a door-to-door delivery service. These moves should cause diversion of some goods from Puerto Limon to Puntarenas to take advantage of lower freight rates and better protection available.

Planned investments

During the second quarter, 29 Industrial Encouragement Law contracts were signed, bringing the grand total since 1959 to 170. With 4 exceptions, the recent planned investments are small plants or plant expansion designed for the local market.

One new contract involves a major investment decision by the Firestone Company of Akron to construct a $6 million tire and tube plant, if entry into the Central American Common Market is guaranteed. The plant is to have a production capacity of 120,000 units, and it is planned to begin operation during 1965. Opposition by the Guatemalan Government to a second tire and tube plant in competition with the already established GINSA plant, which has Central American Common Market "integrated industry" status, has delayed a decision on access to the other Central American countries.

The Government of Costa Rica hopes to be able to settle the free entry question during the next several meetings of the Executive Council of the Central American Common Market.

Agricultural losses

The rainy season has brought a let-up in new damage to agriculture from volcanic ashfall and insects. Much damage has already been done to major crops. Current estimates are that coffee production will not exceed 957,000 quintals (1 quintal = 101.4 lbs.) in 1964-65, export sugar production is down 20,000 metric tons, and reduced production of fruits and vegetables has resulted in sharp price increases and imports of vegetables to satisfy demand. Moreover, the outlook is not promising for agriculture on the Central Plateau for the remainder of this year.

A temporary shortage of beef for domestic consumption developed in April and early May, when the severe drought caused abnormal losses to pastures. The export quota for the August 1964-July 1965 cattle year has been set at 42,178 head, 6,000 head less than the 1963-64 quota.

Japan's electronic output leveling off as domestic market nears saturation

Manufacturers stressing diversification, drive for export markets; commercial, military and industrial markets gain in importance

Japanese electronics output reached $1.67 billion in 1963—up only $54 million from 1962. This was a small increase compared to prior years and reflects a continuing decline in the industries' rate of growth over the last 5 years.

The primary reason for this declining growth rate is the near saturation of the Japanese domestic market for consumer electronic products, according to the U.S. Commerce Department's Business and Defense Services Administration (BDSA). In 1963, apparent consumption of consumer products declined by $39 million while exports rose $55 million.

As the domestic market has neared saturation, Japanese electronics firms have had to both concentrate on exports and diversify their production. In 1963, exports accounted for 22% of total electronics production, compared to 18% in 1962. Increased diversification is reflected in rapid growth of the commercial and industrial electronics sector, which increased by 16% in 1963.

Electronic output in Japan accounted for 2.7% of the gross national product in 1963, compared to 3% in the previous 3 years. U.S. electronic output, which totaled $13.1 billion in 1963, accounted for 2.2% of the gross national product.

Market changing

The composition of the Japanese electronic industry is changing as the fast-growing commercial, industrial and military electronic equipment sector accounts for an increasing share of total electronic output. However, the consumer electronic products sector remains dominant with 53% of total output, despite the trend toward diversification.

Production of consumer products was $885.1 million in 1963—an increase of 1.5% over 1962. Television receivers, the largest single item, accounted for 57% of the consumer products sector, and 30% of total electronics output. The number of sets produced increased from 4.865 million in 1962 to 4.881 million in 1963, as the average value per unit dropped from $108 to $103.

The Japanese Electronic Industries Association estimates that as of January 1, 1964, 83.2% of Japanese households had television receivers.

Color television receiver production declined during 1963. Early in 1964, a new 6-inch receiver costing around $275 was introduced and promotional efforts to push sales prior to the Olympics began.

Production of radios having 3 or more transistors increased by less than 3% in 1963, reaching $209 million. Tube-type radio production continued to fall steadily to 14.4 million units, less than half of the 1959 total. The average unit value of Japanese radios dropped from $14 in 1962 to $12.25 in 1963.

Commercial, industrial, and military electronic equipment output was $282 million in 1963, up 16% from 1962. Computer production, which doubled, led the sector. Production of "Citizens' Band" transceivers, primarily for export to the U.S., also increased.

Electron tube and semiconductor output fell off slightly, but silicon semiconductor devices ran counter to the trend, showing particularly good strength.

Foreign visitors boost U.S. economy while sightseeing

Running 23% ahead of '63 pace; June totals topped 100,000

An increased flow of business and pleasure visitors to the U.S. is having a favorable impact upon the Nation's economy.

During the first 6 months of 1964, the U.S. was host to a record 410,671 visitors from overseas, an increase of 23.9% over the first half of 1963. In June alone there was a total of 100,474, making the first time in history that more than 100,000 visitors from overseas have come to this country in a single month.

"These welcome visitors are gaining first-hand understanding of the U.S., our people, and our peaceful purposes," Commerce Secretary Hodges stated. "They also are making a measurable addition to the continuous expansion of the national economy, their spending from January 1 through June 30 being at the rate of $881,932 every day, or $160 million in the 6-month period."

The visitors spend an average of $395 each while in our country.

The number of visitors in previous years has been: 516,152 in 1961; 603,715 in 1962; 734,993 in 1963.

In addition to the overseas figure, the number of visitors from Mexico during the first 6 months of 1964 was 146,921, or an increase of 16.3%. This is 55.8% more than the 94,307 Mexicans who visited the U.S. during the first 6 months of 1961.

Preliminary estimates on travel from Canada indicate that Canadian traffic has also risen, reversing an earlier downward trend.

IDA lends Pakistan $58.5 million for Indus development

7 contracts still to be awarded in 1st phase of huge program

The International Development Association (IDA), an affiliate of the World Bank, has loaned Pakistan the equivalent of $58.5 million for the Indus Basin Development Fund, an international fund which is helping to finance irrigation and other works in West Pakistan.

The Fund is paying the cost of constructing the Dam on the Jhelum River and the accompanying Link Canals and Barrages. Commitments have now been made for almost 75% of the estimated cost of the program of works. Contracts have been awarded for projects totaling the equivalent of $845.4 million, and execution of the works already under way is proceeding well.

Contracts still have to be awarded for 7 projects. The preparation of bid documents for these projects is in hand and all contracts for the works presently contemplated should be awarded within a year; a schedule has been set up for their execution so that all of them may be completed by March 1970. All contracts for projects financed through loans by the World Bank and its affiliates are awarded through international competitive bidding.

The Indus Basin Development Fund is also financing a study of the water and power resources of West Pakistan.

Nigerian Government announces broad tariff increases

New Open General License list established for many imports

The Nigerian Government recently announced, through Customs Tariff (No. 7) Order, 1964, a revised tariff schedule which increases import duties on virtually all items now subject to duty, and the establishment of a new Open General License (OGL) list.

These 2 measures will affect U.S. exports as well as those from other countries.

The revised tariff schedule, which became effective August 3, increases ad valorem and specific import duties on most items previously subject to duty. The standard rate for items not specifically mentioned in the tariff has been increased from 20% to 33⅓% ad valorem.

New duty rates of 15%, 33⅓%, 40% and 66⅔% ad valorem apply to goods previously subject to duties of 10%, 25%-30%, 33%, and 50% respectively. Larger increases affect office machinery, radio and television sets, film, and other items.

Import license required

The effect of the announced new Open General License is to require specific import licenses for the following items from all sources, including the U.S.:

Coal and coke, petroleum products, second hand clothing, cement, fresh, frozen and canned meat, butter, tin ore and slag, zirconium, cotton blankets and other articles of minor importance.

The combined measures are intended to restrict imports for balance of payments purposes and to provide new or additional protection to local industry.

New basic mining law issued by Jordan

A new basic mining law for Jordan, Law No. 8 of 1964, is now in effect.

According to the law, all minerals found in Jordan, regardless of their location, are the property of the State. Applications for investigating permits or prospecting licenses are granted by the Controller who is the director of the Department of Geological Research and Mining.

Following the discovery and registration of minerals, the Minister of National Economy, with the approval of the Council of Ministers, will grant approval of a mining right. Article 13 provides that investigation permits, prospecting licenses or the right of mining may not be granted to foreigners except by special agreements concluded between them and the Minister with the consent of the Council of Ministers and in accordance with the rules and regulations in force.

The new mining law replaces the Mining Law of 1926 and the Law of Quarries No. 43 for 1953. Copies of the new law may be obtained from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

EEC Commission proposes canned food harmonization

The European Economic Community Commission plans to issue a directive on the harmonization of Member States' legislation concerning food in cans and containers for the approval of the EEC Council and the Member States.

The directive will in general provide for standards of processing, sanitation and labeling which are to be applied to all shipments between Member States and to all imported products.

This proposed directive must be reviewed and voted upon in the EEC Commission and Council of Ministers as well as in the national parliaments before it can be put into effect in the Member States.

An English translation of the official French text of the preliminary draft of this directive is available from Bureau of International Commerce, OIRE, Washington, D.C., 20230.

Kuwait prescribes metric weights for canned imports

All canned goods imported into Kuwait, commencing January 1, 1965, will be required to show, on the label, the weight in metric units (kilograms or fractions thereof). U.S. exporters of canned goods, having customers or agents in Kuwait, are advised to comply with this requirement and avoid the possibility of penalties or other inconveniences.

Costa Rican Government imposes consumption taxes

Consumption taxes recently have been established by the Costa Rican Government on television receivers, domestic refrigerators and freezers, and automobiles. These taxes apply equally to imported and domestically produced goods.

The tax on TV receivers ranges from approximately $15 for a portable table model with up to 14" screen to approximately $67 for a console TV with larger than 19" screen. On refrigerators and freezers the consumption tax ranges from approximately $22 on units not exceeding 5 cubic feet capacity to approximately $75 on units of over 10 cubic feet.

The tax on automobiles ranges from approximately $300 on passenger vehicles weighing less than 600 kilos to approximately $827 on cars weighing over 1,400 kilos and up to 1,650 kilos. Passenger cars weighing over 1,650 kilos (including racing cars and sports cars of of any weight) are assessed a tax of 6,500 kilos. The consumption tax on "country automobile vehicles" (such as the Jeep and the Land Rover types) is approximately $195.

The tax on imported items will be collected upon the withdrawal from customs of the items being taxed.

Germany wants rye

Germany has announced a quota of unannounced size for rye imports from various countries including the U.S.

Trade circles estimate that the Import and Storage Agency for Grains and Feed (Einfuhr-und Vorratsstelle) will buy approximately 20,000 metric tons. Additional information about this offer may be obtained from the Einfuhr-und Vorratsstelle, 40 Adickesallee, Frankfurt/Main.

Uruguay raises customs valuations

The National Council of Government of Uruguay has issued a decree increasing the official customs valuation, or "aforo," for the assessment of basic tariff duties by 100%. The decree became effective August 14. No exemption was provided for goods already in transit. This increases only that valuation on which basic duties are applicable and does not affect surcharges. Any "aforos" that have been increased in the last 3 years are excepted.

French, Austrian companies lose U.S. export privileges

Separate denial orders issued for failure to provide information

The Department of Commerce has issued 2 similar but unrelated export denial orders against a French firm and 2 Austrian movie and television companies.

Named in the separate denial orders are Societe Industrielle et Commerciale de Pieces Detachees (also known as SICOPAR) of Paris, France; and the firm of Hytha-Heindl Studios (including its officials Gerhard Hytha and Erich Heindl), and a related firm, TV-Studio Film und Fernsehproduktion Gesellschaft m.b.H., both of Vienna, Austria.

The firms have been denied indefinitely all U.S. export privileges for failure to furnish information about the dispostion of goods exported from the U.S. and believed to have been transshipped to unauthorized destinations. The action was taken because the companies had neither answered questions nor submitted records requested in connection with their respective transactions.

The sanctions were imposed after investigations by the Department's Bureau of International Commerce.

The denial order against Societe Industrielle et Commerciale de Pieces Detachees, a limited liability company, follows BIC investigations which revealed that the firm had received substantial quantities of U.S.-origin spare parts for tractors and trucks, and subsequently refused to reveal their ultimate disposition.

The Vienna firm, Hytha-Heindl Studios, is known to have obtained U.S. origin strategic electronic equipment which was subsequently turned over to Schifter and Co., of Vienna, a firm previously denied U.S. export privileges.

Both denial orders became effective August 18 and will remain in effect until the parties have satisfied the Department's requirements.

Both orders provide that all outstanding validated export licenses in which the named parties have an interest are cancelled. They are barred from U.S. export operations both directly and indirectly.

Ten states lead in AID-financed orders

Ten states—led by Pennsylvania, Ohio, Maryland, and Texas—have exceeded the $4 million mark in production of foreign aid financed exports during the first 7 months of 1964, according to the Agency for International Development.

The top 10 producing states, based on a partial accounting of AID-financed procurement in the U.S., also included New Jersey, New York, Illinois, Michigan, Alabama, and Indiana. The leader, Pennsylvania, had $21 million in orders recorded so far this year.

Including these states and another 17 with more than $1 million each in AID-financed sales during the 7 months, a total of at least 45 states had shared $159 million in orders reported between January and July.

Data available for this sampling, enabling tracing of goods to their state of production, represent only a portion of the actual volume of AID-generated commodity procurement from U.S. sources—now at the rate of a billion dollars per year. This summary is confined to letter-of-credit transactions generally of $10,000 or more. It does not reflect other foreign aid shipments not financed by the Agency.

U.S. lends $28 million to steel firm in Mexico

The Export-Import Bank has authorized a loan of $28 million to Compania Fundidora de Fierro y Acero de Monterrey, S.A., the largest private steel firm in Mexico and one of the larger private enterpises in that country.

The loan will finance purchase of U.S. equipment and services needed to round out Fundidora's facilities—primarily an increase in productive capacity needed to supply its existing mills.

To complete financial requirements for the expansion, the Mexican firm will use its own corporate resources and raise additional equity capital.

Items to be purchased in the U.S. include materials and equipment for a 3rd blast furnace, 2 75-ton basic oxygen converters, a tandem cold mill and various complementary components. Arthur E. McKee and Company, Cleveland, Ohio, will provide technical advice.

The loan is repayable over 15 years beginning in 1968.

40 foreign trainees see free enterprise at work

Forty trainees representing 16 countries on 5 continents recently visited industrial plants and commercial firms in Connecticut and Massachusetts to observe free enterprise at work.

The trainees, who have been engaged in non-degree graduate and under-graduate studies in the U.S. were under the guidance of the Agency for International Development (AID).

AID's Office of International Training was trying to give the participants an introduction to free enterprise in the U.S. Their present studies embace such widely-varied fields as industrial engineering, mechanical engineering, banking, business administration, physics, education, law, journalism, and printing.

The group visited the Moore Special Tool Company, Bridgeport, Conn.; the Stetson Shoe Company, South Weymouth, Mass.; First National Stores, Somerville, Mass.; Dewey and Almy Company, Cambridge, Mass.; General Radio Company, West Concord, Mass.; Berkshire Hathaway of New Bedford, Mass.; and the Travelers Insurance Companies, Hartford, Conn.

Nigerian concrete plant gets Eximbank loan

A 3rd loan, totalling $100,000, to assist in the development of Nigeria has been authorized by the Export-Import Bank to finance the purchase in the U.S. of equipment and services needed to establish a plant to produce pre-formed concrete products at Ikeja, near Lagos.

At present, there are several manufacturers of concrete products in Nigeria, but the expected growth of the industry indicates a new company, to be called Nigeria Concrete, Ltd., is a sound investment. The agent for the U.S. suppliers for the new firm is Stanley Engineering Company of Muscatine, Iowa.

Two earlier Eximbank loans in Nigeria were for providing U.S. equipment and services to a flour milling company and to a textile firm. The Bank has also assisted U.S. exports to Nigeria through credit guarantees and reinsuring export credit.

Private U.S. investment abroad jumped by $6 billion in 1963

Funds continue to concentrate in already developed countries; ratio of earnings to book values stays at 11% level of last 5 years

The value of privately-held U.S. foreign investments soared to over $66 billion by the end of 1963 according to the August issue of the U.S. Department of Commerce's **Survey of Current Business.**

More than $6 billion was added to these investments in 1963, made up of about $4.3 billion of capital outflows, over $1.5 billion of reinvested earnings, and smaller gains, mainly from improved market values of securities. Partial figures for the first half of 1964 indicate a rate of capital outflow somewhat higher than the 1963 record.

Fast-rising investments in Europe accounted for $2.5 billion of the 1963 increase, and amounted to $17 billion by the end of the year. In Canada the rise was nearly $1.7 billion, to a total of $21.6 billion, still by far the largest segment of private investments. For the Latin American Republics the rise in 1963 was only about $260 million to a total of $12.4 billion.

Direct investments

U.S. business stepped up the pace of foreign expansion in 1963, and by all available indications will continue to maintain a vigorous growth rate abroad for some time ahead. Total additions to the foreign investments of U.S. parent companies amounted to $3.4 billion in 1963, second only to the 1957 peak, when petroleum investments were extraordinarily high. The additions came from net capital outflows of $1.9 billion and reinvested earnings of nearly $1.6 billion, compared with 1962 equivalents of $1.7 billion and $1.2 billion.

While the heightened rate of parent company investment was primarily related to further expansion of foreign productive facilities and working capital needs, perhaps $100-$200 million of the earnings retained abroad in 1963 were withheld until reduced U.S. corporate profit rates became effective in 1964. Thus, early this year dividend distributions were unusually high.

About three-quarters of the growth of direct foreign investments in 1963 was in developed countries, continuing a trend evident for some time. Investments in Europe, which grew at a rate of about $1.1 billion a year in 1961 and 1962, were increased by $1.4 billion in 1963. In Canada, over $850 million was added to U.S. direct investments, substantially more than in 1961 and 1962, and Australia and Japan also received larger amounts.

Gains in some areas

Although the rate of investment by U.S. companies in the less-developed countries remained comparatively low in 1963, some gains were made. In the Latin American Republics the amount added to investments was $235 million. New manufacturing investments declined to about $200 million, a sharp drop in Argentina offsetting moderate gains elsewhere in the area. Petroleum companies continued, on balance, to move toward the U.S.

The Survey of Current Business is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $4, including weekly supplements, single copy 30 cents.

Substantially higher investments showed up in the Caribbean territories, where over $165 million was invested.

African investments by U.S. companies were considerably lower in 1963, with petroleum outlays in North Africa past their peak rate. On the other hand, petroleum companies raised their Asian investments in Middle East oil resources.

Earnings on U.S. direct foreign investments moved up about 8% to $4.6 billion in 1963. The overall ratio of earnings to book values remained at about 11%, where it has been with little variation since 1958. About two-thirds of the rise in earnings was accounted for by manufacturing affiliates, primarily in Europe and Canada. Petroleum investments showed moderately higher earnings in 1963, though the total of $1.8 billion was not much above the previous peak in 1957.

Remittances unchanged

While earnings rose in 1963, there was no increase in the $3.1 billion that came to the U.S. as dividends, interest and branch profits. For example, while earnings in manufacturing rose by $225 million, income paid to the U.S. actually dropped by nearly $90 million, leading to an increase of nearly $340 million in earnings retained abroad. Some of these retained earnings apparently were paid out early in 1964 as the U.S. corporate tax rate was reduced.

The decline in income receipts from manufacturing affiliates was about matched by higher receipts in 1963 from petroleum operations in most areas. Other industries taken together accounted for earnings and income receipts of $1.2 billion and $.7 billion, respectively, about the same as in 1962.

Royalties and fees received from foreign affiliates exceeded $600 million in 1963, and continued to grow more rapidly than returns in the form of dividents and profits. For manufacturing, in particular, receipts of royalties and fees of nearly $350 million in 1963 were over half as large as dividends received from foreign affiliates.

Sales of new issues of foreign securities reached a peak of $1 billion in the first half of 1963, and then declined to about $300 million in the second half. The July 1963 announcement of a proposed tax on U.S. purchases of most types of foreign securities brought negotiations for new flotations nearly to a halt. Of approximately $670 million sold to U.S. investors in the period July 1963-June 1964, only about $120 million were subject to the tax, and about half of these were issues negotiated prior to the tax proposal.

In addition to lowered purchases of new foreign issues, U.S. investors have also swung over to a net liquidation of their holdings of foreign stocks since mid-1963. This led to a net change of about $250 million in capital flows between the years ended June 1963, and June 1964.

While the capital outflow through purchases of foreign securities diminished, long-term bank loans increased sharply. The amount outstanding on these loans with a maturity of over one year had increased about $200 million per year in 1960-62, but in the second half of 1963 alone the increase was $416 million. Outflows of this type remained high at about $310 million in the first half of 1964, with some evidence of tapering off after March.

Short-term lending and holdings of commercial paper reported by U.S. banks also expanded much more rapidly in 1963, though the $740 million outflow was still well below 1960-61. Principal borrowers in 1963 were Japan, the Philippines, a few Latin American countries, and Canada. A much faster expansion of these credits, amounting to over $950 million, took place in the first half of 1964.

Foreign investments in U.S.

Foreign long-term investments in the U.S. rose by $2.6 billion during 1963. About $2 billion of this, however, represented a gain in the market value of U.S. corporate stocks held abroad. Net foreign purchases of U.S. equity securities in 1963 were about $200 million. This was below the peak of over $300 million registered in 1959 and 1961, but above the $150 million annual average since 1951.

In spite of the continued relatively strong performance of the U.S. stock market, however, there were net foreign sales of U.S. stocks amounting to nearly $100 million in the first half of 1964. By the end of 1963 the aggregate market value of the U.S. corporate stocks held abroad was estimated at $12.5 billion.

Foreign direct investments

The value of foreign direct investments at the end of 1963 was a little less than $8 billion, an increase of $330 million over the previous year, of which $235 million were undistributed profits of U.S. subsidiaries.

Though there was a small net outflow of capital in 1963 to parents and affiliates abroad, compared to an inflow of $132 million in 1962, this development did not reflect a reduction of new investment activity in U.S. companies. In fact, new investments in 1963 amounted to $150 million, considerably more than the $38 million figure spent by U.S. companies on new enterprises abroad during the previous year.

New shopping area in Nigeria needs U.S.-style market

First class delicatessen operation suggested for community center

A new shopping and community center under construction in Lagos, Nigeria, offers a unique opportunity for the establishment of a U.S. style supermarket.

Such a market would be the first of its kind and would be located in the prime residential area of the country where there is a known demand for such a store.

It is anticipated the shopping center alone, in addition to a supermarket, will include a bank, men's clothing store, an electrical appliance shop and a ladies' beauty shop, as well as offices for business establishments. Leasing terms for shops are $3.50 per square foot annually for a 5-year lease, with 3 years rent due in advance, or $2.80 per square foot annually for a 20-year lease, with 6 years rent due in advance.

The type of supermarket generally felt to be in demand is a first class delicatessen operation, featuring high markup items such as imported meat products, dairy goods, bakery items, liquors, ice, cigarettes and tobacco, and canned goods.

The size of the consumer market consists, roughly, of 3,000 families with incomes in excess of $5,000 annually, one-half of which probably with incomes in excess of $10,000.

Other inducements include new and modern facilities which can still be tailored to suit the prospective tenant, offstreet parking, complementary shops to attract customers, nearness to sources of supply and the port, and assurance of a long lease.

Capital requirements

Estimates on the capital investment required range from $100,000 upwards, depending upon the size of the supermarket envisioned. A 3,000 square foot area would be considered good size by Lagos standards.

Write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, File 1-5411-2-G.

Australian offers cleaning items for U.S. production

U.S. licensees are sought to manufacture and distribute a line of household cleaning appliances patented in the U.S. The items are described as follows by the Australian manufacturer:

Polypropylene Wringer Mop: self-wringing mop reported to be very popular in Australia. Main advantage is that it is extremely economical to produce, most satisfactory to housewife;

Venetian Blind Cleaner: item designed for cleaning venetian blinds. Can be used either dry or wet, or with vacuum cleaner. Over 60,000 have been sold since 1961. Smaller hand model also available with sales of over 250,000;

Window washer with latex sponge and squeegee which can be used with either long handle or bottle of window cleaning detergent.

Write: Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to File 1275.

Manila firm seeks license to make fluorescent ballasts

A Manila firm, manufacturing its own line of stereophonic equipment and TV sets under U.S. license, wishes to extend its activities by undertaking the manufacture of fluorescent lamp ballasts under license of a U.S. manufacturer.

According to local importers, there is a very good potential market in the Philippines for fluorescent lamp ballasts, current demands being limited primarily by a 10% C and F ad valorem duty levied against imports. Local production, it is claimed, would overcome this impediment against greater sales. The firm's present output corresponds to the current capacity of its plant: 50 stereophonic sets and 150 television sets a month.

Write: Silverio A. Aison, Senior Vice President, Celestial Electronics Corp., 56 Timog Ave., Quezon City, Box 1781, Manila, Philippines.

FACTORY FOR SALE

Single proprietorship engaged in manufacture of such metal goods as pots, pans, tubular-type garden furniture, metal ladders, has expressed interest in selling its factory. Write: Jakob Kern, Leisach-Lienz, Eastern Tyrol, Austria.

AID, businessmen sign 89 investment survey agreements

Grants made to private industry to investigate specific opportunities

The Agency for International Development to date has signed 89 agreements designed to help U.S. businessmen explore investment possibilities in less developed friendly countries. This represents an AID obligation of more than $1 million since 1962.

Under the program, AID helps private industry investigate specific investment opportunities that would contribute to economic growth of friendly developing nations. The Agency underwrites up to 50% of the cost of each survey. AID pays its share of the cost only if the firm decides not to go ahead with the investment after completion. In this case, the survey becomes U.S. property and AID uses it to interest other companies.

The latest companies to conclude such survey grant agreements with AID are:

The Pacific Basic Development Corporation, San Francisco, which will explore the feasibility of developing a cattle investment on Burias Island, the Philippines, to rebuild herds devastated by World War II. If the project proves feasible, the company will develop a source of beef for domestic consumption in the Philippines where the bulk of supplies are now imported from Australia. The survey cost will be $9,757.

The Bresler Ice Cream Company, Chicago, to investigate feasibility of establishing a dairy industry in Ghana and Nigeria. Cost is $10,050.

Koppers Company, International, Pittsburgh, Pa., interested in establishing facilities to manufacture light-weight panels, wall sections and other supplies for low-cost building materials in Northeast Brazil. The survey will cost $30,000.

Brink's Incorporated, Chicago, will study the feasibility of investing in an armored car and security service in Israel. Cost is $16,430.

GAS FIRED AIR HEATERS

Dutch manufacturer of air-heating, conditioning units wishes license to manufacture U.S. natural gas fired air heaters. Write: N.V. Apparatenfabriek Kappers, 8-10 Industrieweg, Winterswijk, Netherlands.

Joint venture in drugs proposed by Nigerian

A Nigerian importer, wholesaler, and retailer, established since 1959, desires a joint venture with an ethical drug manufacturer for packaging, tableting, and eventual manufacture of drugs.

The pharmaceutical production program would include such items as antimalarials (for which recent annual imports in Nigeria are reported to be over $837,000), analgesic and antipyretics ($695,000), sulphonamides ($517,500), antibiotics—capsulating, tableting and syrups ($1,950,000), vitamins ($389,000), irritants ($476,000), or galenicals.

The firm is reported to be expanding. From small beginnings, annual volume is reported to have reached over $125,000 and assets approximately $70,000. The Nigerian Managing Director and principal shareholder gained U.S. manufacturing experience as Assistant to the Head of the Tablet Manufacturing Department, and in the Research and Development Department of 2 major U.S. manufacturers. Additional financial and technical or management support are sought.

Write: G.O. Ejeagwu, Managing Director, Union Pharmaceutical Industries, Ltd., Box 325, Aba, Nigeria.

Furniture factory for sale in Colombia

A thriving furniture factory is for sale in Colombia. The owner, a German resident of Colombia since 1939, desires to retire because of his advanced age.

The proposed transaction would involve the sale of the furniture-making machinery, office equipment, store equipment, and lighting fixtures for $40,000. Terms are 25 or 30% down, with the balance due over a 2-year period.

The offer does not include the 4 buildings in which the factory and retail outlet are located. The factory occupies one building (3,000 square meters of floor space) and the retail store and offices occupy the remaining 3 buildings (total floor space 600 square meters). These buildings are available for about $2,400 on a 5-year lease basis.

Annual sales of the plant are at present running at the rate of around $100,000. Average net profit on sales has been roughly 40%, it is reported. The plant employs some 70 workers and makes all kinds of wooden furniture.

Write: Arturo Adelsohn, Muebles Adelsohn, 13-06 Calle 41, Bogota, Colombia.

Investor incentives offered in Trinidad

Income-tax holidays, duty-free imports, liberal depreciation allowances, preferential tariff rates in British Commonwealth markets are some of the incentives available to companies and individuals investing in Trinidad and Tobago.

Over 100 different types of industrial activities, ranging from the production of asbestos-cement products to zippers, have already been declared eligible for tax-holiday concessions. Fully developed sites are available on very reasonable terms on several estates operated by the Industrial Development Corporation, an agency of the Government.

The Government's vigorous economic development policy, based on the principle of free enterprise and the right of an investor to a fair rate of profit, has created added industrial opportunities by the improvement of old roads and the construction of new ones and by the introduction of an excellent shipping service between Trinidad and Tobago.

For information on investment opportunities and for copies of "Invest in Trinidad and Tobago"—an illustrated, 60-page publication, write: Trinidad and Tobago Industrial Development Corp., 400 Madison Ave., Suite 706, New York, N.Y., 10017, Telephone PLaza 5-9360.

Colombian manufacturer seeks joint venture

A Colombian firm engaged in the manufacture and sale of fractional, sub-fractional and microelectric-motors, desiring to expand its operations, proposes a joint venture with a U.S. manufacturer for the production of this equipment in Colombia.

The firm, which began production early in 1964, estimates sales for this year at around $170,000. With an additional investment of some $50,000, which is required for the purchase of machinery and additional working capital, the firm forecasts sales at $300,000 for 1965.

This is now the only firm producing fractional electric motors in Colombia and when sufficient production to meet domestic requirements is reached, import protection can be secured from the Colombian Government, according to the firm. The firm states it is exempt from taxes until 1969.

Write: Luis Ballera Duque, President, Electroconfort Ltda., Calle 12, No. 34-55, Bogota, Colombia.

74 sporting items sought by Iraq; invites U.S. bids

The Government Purchasing Board, Republic of Iraq, Salim Habid Bldg., Rashid St., South Gate, Baghdad, invites bids on various quantities of 74 items of sporting goods and athletic equipment on its Tender No. IE/70, with a bid deadline of Sept. 15.

Sporting goods desired include 15 lead shot-put 16 pounds; 100 volleyball net sets; 150 basket ball net sets; 400 volleyballs; 1000 shin protectors; 30 aluminum bars for high jump and pole vault and other similar equipment. Athletic shoes and apparel desired include 3000 pairs football shoes; 3000 pairs white canvas shoes; 3000 white shorts; 3000 various shirts in color for football; 1000 shirts in color for basketball and volleyball. Also, desired are gymnastic equipment, hurdles, other items for field and track sports such as starting pistols, starting blocks and stop watches.

Copies of the tender with all terms and specifications are available on loan to firms located in the U.S. from the Consumer Durables Division, BDSA, Department of Commerce, Rm. 4418, Washington, D.C. 20230. Telephone: 202-WO 7-2924.

SHAPE seeks bids on 116 single mattresses

The Purchasing & Contracting Officer, Supreme Headquarters Allied Powers Europe (SHAPE) has issued an invitation to bid for 116 single mattresses.

Specifications call for the mattresses to be 78″ long, 31″ wide, 4″ high with 48 tufts on each side and stuffed either with Kapok (with rolled edges, approx. weight 17 lb.); Latex, shredded (with rolled edges); Latex, moulded (cell construction, with or without rolled box edges); moulded form (polyurethane-polyether, with or without rolled box edges).

Closing date for the submission of bids is Sept. 14.

A copy of the Invitation to Bid (No. 53 64) is available on loan to U.S. firms. Write BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230.

Iraq requests bids on transmission facilities

The Ministry of Industry is inviting tenders for the supply of equipment, engineering and erection of additional transmission facilities in Northern Iraq.

The works under Contract No. 8/9N/19 include the supply of self-supporting steel towers, copper conductors, insulators, fittings and accessories, together with the complete erection of approximately 155 miles of 33 kv and 11 kv power transmission lines at Dibis, Altun, Kupri, Erbil, Salahuddin, Shaqlawa, Eski-Kelek, Mosul and Tel-Afar. Also included are the supply of transformers, switchgear and accessories together with the complete engineering and erection of nine 33/11kv substations at Dibis, Erbil, Salahuddin, Shaqlawa, Eski-Kelek, Mosul, Tel-Afar and Tel-Afar pumping station.

Terms and specifications may be obtained from the Embassy of Iraq, 1801 "P" Street, NW., Washington, D.C. upon payment of $70 per two sets. A set of terms and specifications is also available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Bids should be addressed to and received by the Ministry of Industry, Secretary of the Committee for Opening Tenders, Baghdad, Republic of Iraq no later than October 24.

Coal information sought by Tunisian steel mill

A new steel mill is being erected at Bizerte, Tunisia. Information is requested regarding the chemical analysis and B.T.U. content of industrial coking coal, size 0-6 MM DIA with 10% less than 1 MM DIA and the price per metric ton c.i.f. Bizerte. The estimated requirements are 20,000 metric tons per year.

The requested information should be submitted to Rm. 4211, Miscellaneous Metals & Minerals Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Australia plans purchase of turbine and generator; invites joint bids

The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia has issued tenders Nos. M.144 and E.526.

Bid deadline is Dec. 2.

Tender No. M.144 calls for design, manufacture, testing, supply, delivery, supervision of erecting and initial maintenance of one vertical shaft Francis water turbine, 110,000 b.h.p., 166.7 rpm, complete with accessories, to be suitable for coupling to the generator described in Tender No. E.526.

Tender No. E.526 calls for design, manufacture, testing, supply, delivery, supervision of erection and initial maintenance of one vertical shaft generator, 3-phase, 50 c.p.s, 11,000 volt, 80 mw, 166.7 r.p.m. with auxiliary equipment.

Joint bids for both generator and turbine are invited.

Specifications may be obtained for $4.50 including airmail, not refundable, from Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia.

One copy of the specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Hydro-electric project in Paraguay to have international bidding

ANDE, the National Power Administration (Administracion Nacional de Electricidad), Asuncion, Paraguay, announces an international bidding competition will be opened on the basis of offers at unit prices for the construction of the civil works for the $30 million hydroelectric project on the Acaray River, at Puerto Embalse (Upper Parana).

The works, which are the object of the bidding competition, will be financed with a loan from the Inter-American Development Bank (IDB), with headquarters in Washington, D.C.

The deadline for presenting ANDE specifications and prequalification documents is before Oct. 15.

Companies or consortia of companies interested in bidding may obtain an unofficial translation copy of the basic requirements, principal characteristics of the project, where to obtain documents, from: Building Materials & Construction Industries Division, Rm. 4012, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Mexico invites bids on sub-station needs

The Mexican Government is inviting bids for the supply, installation and testing of electrical equipment to operate pumping equipment in the Merida-Progreso-Chelem-Chicxulub system in the State of Yucatan.

Interested companies should register and obtain the necessary bid documents from the Secretaria de Recursos Hidraulicos, Jefatura de Agua Portable y Alcantarillados, Direccion de Construccion, Paseo de la Reforma No. 177-10° pisco, Mexico D.F., Mexico before Sept. 7.

Bids must be submitted by Sept. 18 to the Salon Je Juntas of the Under-Secretariat of Hydraulic resources, 14th Floor, Paseo de la Reforma No. 69, Mexico D.F., Mexico.

A copy of the specifications, in Spanish, is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

U.S. consumer goods sought by French chain for stores

Societe Paris-France, 137 Boulevard Voltaire, Paris 11, France wishes to purchase a wide range of consumer goods such as those sold in department stores, including food and beverages.

A current World Trade Directory Report of background information on the firm is available for $1 from: Commercial Intelligence Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Canada releases booklet on transmission towers tender

The British Colombia Hydro & Power Authority has released for review only a tender document booklet for the construction of transmission towers. (INTERNATIONAL COMMERCE, Aug. 3, p. 24).

The Contract No. is 27 and the bid deadline is 12 noon, Oct. 6.

Tenders will be received in Rm. 650, Purchasing & Stores Division, 570 Burrard St., Vancouver, B.C., and at the deadline time and date will be publicly opened and read aloud at 2 p.m.

Contract No. 27 concerns the Peace River Hydro-Electric Project, Peace Transmission Line No. 1 and calls for the construction of transmission towers for about 200 miles of KV transmission lines.

One copy of the tender document is available for review only in the Building Materials & Construction Industries Division, Rm. 4012, Department of Commerce, Washington, D.C. 20230.

Copies may be purchased for $25 plus $1.25 B.C. Social Service Tax from the Manager, Purchasing & Stores Division, B.C. Hydro and Power Authority, Vancouver, B.C. Reference should be made to Contract No. 27 and the symbol C.Q. 957.

Bids asked by Korea for laboratory equipment needs

Republic of Korea is offering a tender for various types of laboratory apparatus, testing machines and instrument standards, including thermal conductivity tester, viscometer, testing machines for rubber, metal, cement, sand and wood, and appropriate accessories for these machines, laboratory standards for A.C. wattmeter, A.C. ammeter, current transformers, voltage transformers, and various other laboratory equipment.

The tender No. is KFX-4075-N, bid deadline is Sept. 4.

Bids are to be submitted to Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Copies of specifications are available to firms located in the U.S., from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Supplies needed for x-ray, hospital, laboratory; tender offered by U.N.

The United Nations is offering a tender for hospital, laboratory, and X-ray supplies for use by United Nations' forces in the United Arab Republic including, but not limited to, the following:

Antiseptic solutions, calcium phosphate tablets, vitamin A capsules, elastic dressings, surgeons gloves, catherers, surgeons needles, X-ray films, hypodermic syringes, sutures.

Included in tender No. 4-23592 are 284 items in 15 groups of various quantities and units.

Bid deadline is Sept. 24.

Terms, specifications and a list of items are available from: E. R. Baker, PL 4-1234, Ext. 152, United Nations, New York, N.Y.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

PAKISTAN—U.S. upland and U.S. Egyptian cotton, 500,000 lb. for manufacture into cotton textiles. Kohinoor Industries Ltd. (manufacturer), 6 Egerton Rd., Lahore. WTD 8/5/64.

012 Fruit, Tree, Nut, Vegetable Farms

MALAYSIA—Onions, large size (approx. 2½" in diameter called 'roast' onion locally) and small (not less than 1" in diameter). Lee & Co. (canners & packers), 152 Perak Rd., P.O. Box 1017, Penang. WTD 7/15/64.

109 Metal Ores

PAKISTAN—Mercury, electrolytic, for use in chlorine manufacture. Kohinoor Industries Ltd. (manufacturer), 6 Egerton Rd., Lahore. WTD 8/5/64.

200 Food

NIGERIA—Groceries, all kinds; must be competitively priced. Direct purchase and agency. J. T. Chanrai & Co. (importer, retailer), 33 Aggrey Rd., P.O. Box 39, Port Harcourt. WTD 5/27/63.

PHILIPPINES—Cocoa powder. Direct purchase and agency. Florentio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

201 Meat Products

GERMANY—Raw-hides for manufacturing box sides and light split cow hides; price quotation cif European ports. Wickrather Lederfabrik (vorm. Z. Spier) AG., 25/39 Beckrather Strasse, 4072 Wickrath/Niers. WTD 7/27/64.

202 Dairy Products

CHILE—Butter, from west coast of U.S. for direct shipment to Punta Arenas without transshipment; requests replies from producers only. Dragnic, Glusevic & Cia. Ltda. (importer, wholesaler), Errazuriz 489, Casilla 195, Punta Arenas. WTD 3/19/64.

PHILIPPINES—Skimmed milk; anhydrous milk fat. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

203 Canning, Preserving Foods

MALAYSIA—Canned meats, canned fruits and canned fish products; requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. H. Bersu & Co., Ltd., 13B & 15B Robinson, P.O. Box 1434, Singapore 1. Attn: Mr. Henry Bersu.

208 Beverage Industries

IRELAND—U.S. wines and spirits in bulk for bottling and distribution. Agency or direct purchase Adam Scott & Co., Ltd., 11 Sth. William St., Dublin. WTD 8/6/64.

209 Food Preparations

VENEZUELA—Linseed oil and derivatives. Direct purchase and agency. Dima, S.A. (distributor, agent), Aptdo. 2383, Caracas. WTD 12/30/64.

220 Textile Mill Products

IRAQ—Synthetic, cotton and woolen piece goods. Direct purchase and agency. Abdul Kader El Haj Sherif (importer, wholesaler, agent), P.O. Box 10, Baghdad. WTD 3/11/63.

221 Broad Woven Fabric Mills, Cotton

VENEZUELA—Cotton broad woven fabrics, cotton-rayon mixtures; requests replies in Spanish. Krikor Gazarian e Hojis, C.A. (importing distributor), Aptdo. 4994, Caracas. WTD 3/16/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

GERMANY—Synthetic fabrics for medium priced neckties; fittings and components used in manufacture of pre-tied neckties. Friedrich Ahlborn (manufacturer, distributor), 3013 Barsinghausen, Egestorfer Str. 62, Postfach 66. WTD 7/21/64.

THAILAND—Acetate tricot fabrics (jersey) for ladies' underwear, weight 2½ oz. per lineal yd. or 6 to 7 sq. yd. per lb., 54", 108" or 120" width in roll of 60 to 100 yd., suitable pastel colors, about 1,200,000 yd. per year. Songtham Store R.O.P., 157/7 Petchburi Rd., P.O. Box 556, Bangkok. WTD 11/2/63.

VENEZUELA—Nylon fabrics; requests replies in Spanish. Krikor Gazatian e Hijos, C.A. (importing distributor), Aptdo. 4994, Caracas. WTD 3/16/64.

Nylon fabrics; requests replies from manufacturers only; direct purchase and agency. Alberto Hasson Hemmo (sales agent), Aptdo. 6270, Caracas, Edificio Naiguata, Aptdo. 62, 6 Piso Ave. Buenos Aires, Los Caobos, Caracas. WTD 7/29/64.

223 Broad Woven Fabric Mills, Wool

VENEZUELA—Woolen fabrics; requests replies in Spanish. Krikor Gazarian e Hijos, C.A. (importing distributors), Aptdo. 4994, Caracas. WTD 3/16/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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230 Apparel

NIGERIA—Ready-made clothing, inexpensive to medium-priced. Direct purchase and agency. J. T. Chanrai & Co. (importer, retailer), 33 Aggrey Rd., P.O. Box 39, Port Harcourt. WTD 5/27/63.

234 Women's, Misses', Children's Under Garments

GERMANY—Materials and accessories for manufacturing brassieres and corsets; requests replies from U.S. manufacturers only. Price quotations cif European ports; direct purchase and agency. Karl Lohmann, Postfach 229, 6 Graf-Eberhard-Strasse, 599 Altena/Westf. WTD 8/11/64.

PHILIPPINES—Women's undergarments. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

238 Apparel, Accessories

PHILIPPINES—Men's accessories including belts, wallets, cuff links, tie pins, collar clips. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer) 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

241 Logging Camps, Logging Contractors

● **CYPRUS**—Quantity: 21,000 creosoted poles. Lengths: 26 feet-39 feet (mainly 28 feet—15,000 poles). Tender No. 66/1964, bid deadline Sept. 8. General Manager, Electricity Authority of Cyprus, 15 Photis Stavrou Pitta St., P.O. Box 1466, Nicosia. Tender documents obtainable for £2 from issuing officer.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

GERMANY—Newly developed building materials such as insulations and wall facings. Direct purchase and agency. Ernst-Guenter Merkel (agent, importer), 3 Hannover-Kirchr., Sieversstr. 21. WTD 8/12/64.

Newly developed building materials such as insulations and wall facings. Direct purchase and agency. Ernst-Guenter Merkel, District Manager, August Mayer K.G. (importer, sales agent), Hohenzollernstrasse 12, Ludwigshafen. WTD 7/27/64.

251 Household Furniture

AUSTRALIA—Mattress bases, bed ends, either of wire, webbing, or other suitable material for homes, institutions and armed forces; direct purchase and agency. Universal Wire Mattress Co. (N.S.W.) Pty. Ltd. (manufacturer), Ivy St., Botany, N.S.W. WTD 8/4/64.

262 Paper Mill, Products

PHILIPPINES—Paper products including cigarette tipping paper, and filter paper. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Incorporated (importer, wholesaler, retailer, exporter, manufacturer) 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

VENEZUELA—Office supplies, paper products, for use in offices, stationery, filing supplies and related products; requests replies in Spanish. Artesca, C.A., Porvenir a Santo Tomas 61-0, Edificio Guarico, Caracas. WTD 7/8/64.

Let the embassy help

To insure the strongest possible support for the sale of U.S. goods or services relating to trade opportunities published in these pages, it is suggested that:

U. S. firms submitting bids on government tenders, or other trade opportunities, notify the U.S. Commercial Attaché in the country concerned, of their intention to bid.

Name and address of all U.S. commercial officers may be obtained at any Department of Commerce Field Office. (See list on inside back cover of this issue).

264 Converted Paper, Paperboard Products

PHILIPPINES—Paperboard for drum making. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

281 Industrial Chemicals

ENGLAND—Industrial chemicals for paint, plastics, rubber, glass, ceramic and allied industries. Also fine, coal tar, petro chemicals. Agency and direct purchase. Tennant Trading Ltd. (manufacturer, importer, wholesaler), 9 Harp Lane, Great Tower St., London, E.C.3. WTD 7/17/64.

GERMANY—Boron compounds, boric acids, borax, boric trioxide; replies from manufacturers only; cif European ports. Reimbold & Strick (wholesaler, manufacturer, agent, exporter), 4 Kunftstrasse, 5 Koeln-Kalk. WTD 7/24/64.

Ceramic colors, glazing colors, ceramic frits; fob Hamburg or Bremen. Reimbold & Strick (wholesaler, manufacturer, agent, exporter), 4 Kunftstrasse, 5 Koeln-Kalk. WTD 7/24/64.

PAKISTAN—Chemicals used in manufacturing cotton textiles. Kohinoor Industries Ltd. (manufacturer), 6 Egerton Rd., Lahore. WTD 8/5/64.

Dyes, synthetic, organic, for use in manufacture of cotton textiles. Kohinoor Industries Ltd. (manufacturer), 6 Egerton Rd., Lahore. WTD 8/5/64.

PHILIPPINES—Industrial chemicals including propelene glycol, sorbidol, manitol. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

Flavoring including licorice powder, lemon and orange oils, and other fruit oils. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

Pharmaceutical and industrial chemicals. Mercury Drug Co., Inc. (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. Box 1847, Manila. WTD 7/26/63.

VENEZUELA—Phthalic anhydride; chemical

specialties for resin and paint industry; pentaerythritol pigments; maleic anhydride. Direct purchase and agency. Dima, S.A. (distributor, agent), Aptdo. 2383, Caracas. WTD 12/30/63.

282 Synthetic Materials

VENEZUELA—Acrilan and acetate fabrics; direct purchase and agency, request replies in Spanish. Krikor Gazarian e Hijos, C.A., Aptdo. 4994, Caracas. WTD 3/16/64.

283 Drugs

CHILE—Raw material for manufacturing pharmaceutical preparations for human use. Laboratorio Norgine S.A. (laboratory), 1264 Av. Presidente Balmaceda, Casilla 3457, Santiago. WTD 8/10/64.

NIGERIA—Analgesics, Anti-asthmatics, antibiotics, antimalarials, antipyretics, antispasmodics, cosmetics, hypertensive and hypotensive agents, steroids, sulphonamides, general chemotherapeutic agents and vitamins. Bulk quantities of galenicals, antiseptics and disinfectants. Oscar Pharmacy (importer, wholesaler), 117 Zik Ave., Uwani, Enugu. WTD 5/28/64.

PAKISTAN—Aminacyl, aminocardol, asmac, benzacyl tablets of 1 gm., benzacyl tablets of 4 gm., C-vit, cal-de-ce, colpo-sulfana, donasil, fosepar, iso-benzacyl, minvitine; novesine solution (E), powder, and ointment; pantozyme, sulfotropine, triaminic; vi-de 3 in phials (C1) and ampoules (C); vi-etal, sedocorodil, acriflavine, anapolon, antrycide, antrypol, atromid, avlinex, avlocolor; avlosulfon (soluble dapsone and brand of dapsone B.P.), avlothane, babesan, bimez, carbon tetrachloride, sodium nitrite, cetavlon, cetavlex, dictycide; etisul cream and liquid; fluothane, flypel, fulcin, gammexane insect powder, gammexane, gammexane smoke generators '22', helmox, hibitane, habitane, kemithal, lapaquin, lorexane antiseptic cream; lorexane dusting powder, .2% and .6%; lorexane head lotion, lorexane mange and lice dressing, I.C.I. areosol insect spray, mepavlon, mezuran, minel, mysoline, mintic, nilergex, nilergex's A, nilergex syrup, paludrine, crystalline penicillin, penicillin eye ointment, ointment of penicillin, penicillin lozenges, phenovis powder, phenovis, primaquine phosphate, proflavine, promintic, savlon antiseptic lozenges, savlon hospital concentrate, savlon liquid antiseptic, savlon antiseptic cream, sulphamexathine, sulphamezathine ampoules, sulphanilamide, synalar cream, synalar N cream, synalar ointment, synalar N ointment, synalar lotion, tenormal, tetmosol solution, tetrachloroethylene, trilene, distaquaine, distavone, dihydrostretomycinsulphate, mixtamycin, distivit, distivit tablets and elixir, orastrep, orastrep suspension, zynocin throat lozenges, bismuth carbonate, bismuth subnitrate, ferri et ammon citrate, hexamine, kaolin, potassium, delfen vaginal cream, ortho creme, ortho bynol, preceptin, masse cream, refined English lactose, Scott's emulsion, Scott's cod liver oil capsules, vykmin vitamin mineral capsules, boric acid, acthar, arcofac, shymar, calciosol, kemicetine, kemicetine syrup, kemicetine succinate, kemicetine ophthalmic ointment, kemicetine dermatologic ointment, kemicetine otologic solution, cortisone kemicetine, mebinol, mebinol complex, tetralysal, tetralysal injection intramuscular; for hospital and veterinary use. Direct purchase and agency. S. Mohammad Ilyas & Sons Ltd. (agent, importing distributor), The Mall, Lahore. WTD 6/10/64.

PHILIPPINES—Drugs. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

Proprietary and patented drugs; veterinary medicines. Mercury Drug Co., Inc. (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. Box 1847, Manila. WTD 7/26/63.

VENEZUELA—Gum arabic, bayleafs, chamomille, benzoine, in wholesale lots and packaging. Direct purchase and agency. Dr. Luis Orel (importer, sales agent), Residencias El Pilar, Ave. Los Jabillos 56, La Florida, Caracas. WTD 7/22/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

GERMANY—Trade magazine "Riechstoffe, Aromen und Koerperpflegemittel" (Perfumes, Extracts and Body Care Needs) offers to publish, free of charge, advertisements of U.S. firms seeking business connections in Germany. Gerhard K. Barsch (publisher), Fachverlag, Hannover, Devrienstrasse 12. WTD 8/12/64.

MALAYSIA—Hair spray, 16 oz., 14 oz. Chin & Sons (importer, wholesaler, manufacturer's representative), 25-R Lorong Kampong Melayu, Ayer Itam, Penang. WTD 3/3/64.

285 Paints, Lacquers, Varnishes

NIGERIA—Paints, all kinds; must be suitable for tropics; fairly inexpensive; price lists requested. Direct purchase or agency. Real Exports Co. (Nigeria) (importer, retailer, wholesaler), P.O. Box 737, 1-3 Pound Rd., Aba, Eastern Nigeria. WTD 8/10/64.

287 Agricultural Chemicals

● **GREECE**—Offers are requested to supply any quantities of following fertilizers: ammonium sulfate, ammonium sulfate-nitrate, sodium nitrate, calcium nitrate, ammonium nitrate, potassium sulfate, ammonium phosphate, triple superphosphate, single superphosphate. Total estimated value: $666,660. Tender No. 1855, bid deadline Sept. 9. Agricultural Bank of Greece, Supply Service-Supplies Section, 12-14 Karageorgi Servias St., Athens.

● **IRAQ**—Gamma isomer benzene hexachloride, 2.5%, 4 metric tons. Tender No. 33/64, bid deadline Sept. 13. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone 202-WO 7-3910).

289 Chemical Products

PHILIPPINES—Staple wire cement glue (bonding cement to glue staple wire together). Paul M. Eiaw, Manager, Cherimel Manufacturing Co. (manufacturer), 52 Isabel Ave. Northern Hills, Malabon, Rizal; Box 2180, Manila. WTD 4/18/64.

291 Petroleum Refining

● **BURMA**—Marine fuel oil, tentative requirements 1964/65 period, 25,900 tons. Bid deadline 12 noon, Sept. 10. Procurement Manager, People's Oil Industry, 604 Merchant St., P.O. Box No. 1049, Rangoon.★ (Telephone: 202-WO 7-2355).

● Crude or blend crudes, quantity 77,000 tons minimum, 120,000 tons maximum. Tender No. PaYaLa/Yaung/Atwinsa 23/1/2.A, bid deadline, as soon as possible. Delivery period Oct. 1 to Sept. 30, 1965. U. San Maung, General Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2355).

299 Products of Petroleum, Coal

PHILIPPINES—Lubricating oils. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

306 Fabricated Rubber Products

PHILIPPINES—Hydraulic and steam hoses. Direct purchase and exclusive distributorship. Alberto L. Sy, Manager, Everwealth Hardware (importer, retailer, wholesaler), 520 T. Pinpin, Manila. WTD 1/25/64.

307 Plastic Products

AUSTRALIA—Extruded plastics for domestic, industrial, agricultural and general engineering. Fullin Engineering Pty. Ltd., 45 Division St., Welshpool, Western Australia. WTD 7/8/64.

ENGLAND—Thermoplastic raw materials, moulding quality. A.E.I. Plastics (Aldridge) Ltd. (manufacturer), Redhouse Industrial Estate, Aldridge, Staffordshire. WTD 7/23/64.

Thermoplastic raw materials for injection moulding extrusion and blow moulding. Agency and direct purchase. Kaylis Chemical Ltd. (manufacturer, exporter, importer), Weston St., Bolton, Lancashire. WTD 7/23/64.

PHILIPPINES—Plastic kitchenware. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

VENEZUELA—Self adhering decorative plastic sheets; requests replies in Spanish. Exclusive distribution for entire Venezuela. Anidjar e Levy-Ferreteria Altamira (importer, distributor), Edificio Humboldt, Plaza Sur Altamira, Ave. Avila, Caracas. WTD 11/8/64.

311 Leather Tanning, Finishing

GERMANY—Shoe upper leather: box sides; fashionable neat's leather, flat and grained; cow velours butts; shoe lining leather and splits of all kinds; fancy leather: bag leather and leather for suitcases (bark-tanned and tanning combinations); fine leather; lamp nappa and calf nappa for bags; splits of all kinds; leather for clothing industry; glove leather and pigskin; direct sale and/or agency. Price quotations fob Hamburg. Wickrather Lederfabrik (vorm. Z. Spier) AG., 25/39 Beckrather Strasse, 4072 Wickrath/Niers. WTD 7/27/64.

322 Glass, Glassware

AUSTRALIA—Quality lamp bases of glass in antique reproductions and colonial motifs. Direct purchase and agency. Lectrolite Agencies (importer), Suite 14, 110 Willoughby Rd., Crows Nest, N.S.W. WTD 8/10/64.

PHILIPPINES—Glass kitchenware. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

Laboratory glassware. Mercury Drug Co., Inc. (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. Box 1847, Manila. WTD 7/26/63.

325 Structural Clay Products

ENGLAND—Flue lining, flexible, for solid fuel and heating generally. The Iron & Marble

Co. Ltd. (manufacturer, importer, wholesaler), P.O. Box 87, Emery Rd., Brislington, Bristol. WTD 7/23/64.

326 Pottery

AUSTRALIA—Quality lamp bases of ceramic in antique reproductions and colonial motifs. Direct purchase and agency. Lectrolite Agencies (importer), Suite 14, 110 Willoughby Rd., Crows Nest, N.S.W. WTD 8/10/64.

329 Abrasive, Asbestos, Nonmetallic Minerals

GERMANY—Polishing wheels made from textiles for use in metal industries; fob Hamburg or Bremen; requests replies in German. Karl Kampmann, Polier- u. Schleifmittelfabrik, 60 Carl-Severing-Strasse 4983 Quelle/Westf. WTD 7/20/64.

331 Steel Mill Products

AUSTRALIA—Seamless and/or welded tube mill products—stainless alloy and carbon steel tubing, stainless steel tubes; direct purchase and agency. Tube and Pipe Sales (importer, exporter, retailer, wholesaler), P.O. Box 199, Crows Nest, N.S.W. WTD 8/7/64.

HONDURAS—Billet rejects, leftovers of material suitable for being rolled into reinforcing bars; 10,000 tons per year. Faiz Sikaffy, Aceros Industriales, S.A., c/o Construcciones Industriales "SICA", S. de R. L., San Pedro Sula. WTD 1/9/62.

● **INDIA**—Wire rope galvanized steel to IRS Spec. No. S-3/61, 23,268 Kgs; wire strand galvanized steel to IRS Spec. No. S-2/62 grade 3, 25,910 kgs; wire rope galvanized steel to IRS Spec. No. S-11/62, 186 Cwts. Tender No. P/SR3/71167-P/111B, bid deadline Sept. 9. Director General of supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Immediate delivery requested. Tender documents available from India Supply Mission, Washington, D.C. Tender fee $2.10, reference D/ENQ/1209.

PAKISTAN—M.S. steel sheets, for constructing barrels. Kohinoor Industries Ltd. (manufacturer), 6 Egerton Rd., Lahore. WTD 8/5/64.

335 Rolling, Drawing, Extruding Nonferrous Metals

AUSTRALIA—Aluminum sheet; seamless and/or welded aluminum tubing; direct purchase and agency. Tube & Pipe Sales (importer, exporter, retailer, wholesaler), P.O. Box 199, Crows Nest, N.S.W. WTD 8/7/64.

● **GREECE**—Supply, installation, connection, testing and commissioning of 210,050 yd. of 17 KV submarine cable of various specifications. Tender No. DMKD-339, bid deadline Oct. 1. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2162).

● **IRAQ**—Solder, 2,000 kilos (40% tin, 60% lead), and soldering powder, 1,000 kilos (75% zinc chloride and 25% amonium chloride) for canning. Ref. No. 8202, deadline not indicated. Small sample of each item offered is required and delivery date should be specified. Government Purchasing Board, Salim Habib Bldg., Rashid St., South Gate, Baghdad.★ (Telephone: 202-WO 7-2298).

336 Nonferrous Foundries

PHILIPPINES—Aluminum kitchenware. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Hand tools for home use ("do-it-yourself" equipment); requests replies from U.S. manufacturers only. Price quotations cif European ports; direct purchase and agency. Karl Lohmann (manufacturers' agent), Postfach 229, 6 Graf-Eberhard-Strasse, 599 Altena/Westf. WTD 8/11/64.

VENEZUELA—Hand tools for all professions except automotive repair; builders' and furniture hardware; requests replies in Spanish. Comercial Hung-Linfa, Hung & Hermano (importer), Ave. Nueva Granada No. 20, Letra C., Caracas. WTD 7/13/64.

343 Heating Apparatus, Plumbing Fixtures

ENGLAND—Central heating equipment, such as burners and thermostats; direct purchase and agency. Arthur Lawson, Louis Gilbert Agencies Ltd., 62 Albion St., Glasgow, C.1, Scotland. WTD 7/28/64.

Pyrometric and furnace control equipment; oil burners; direct purchase and agency. M. C. Burnby & Son Ltd. (sales agent), Park Station, Sheffield 2. WTD 7/17/64.

FRANCE—Heat exchangers; gas unit heaters (fan and blower types); mushroom air-diffusers; automatic electric humidifier and air-cleaners; related heating and air-distribution equipment, including packaged duct furnace and heating systems for light commercial and residential applications. Agency and distributorship. Potential direct importers. Requests replies from manufacturers only. Société Air et Force (S.A.F.) (dealers, sales agents), 48 Allées Jean-Jaurès, Toulouse, Haute-Garonne. WTD 5/19/64.

NETHERLANDS—Natural gas fired heaters; direct purchase and agency. N.V. Apparatenfabriek C. Kappers (manufacturer, importer), Industrieweg 8-10, Winterswijk. WTD 7/28/64.

Industrial heating equipment, particularly unit heaters; direct purchase and exclusive distributorship. N.V. Agentuur Compagnie "Holland" (importer, sales agent), St. Jobsweg 30, P.O. Box 846, Rotterdam. WTD 7/31/64.

PHILIPPINES—Steam-generating boilers. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

345 Screw Machine Products

● **BURMA**—20,000 washer cups for axle boxes. Invitation for quotation tender No. 2588/153/F.P., bid deadline Sept. 15. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-4816).

349 Fabricated Metal Products

AUSTRALIA—Oil hydraulic control valves; associated equipment. Main Hydraulics Pty. Ltd. (importer, manufacturer, distributor), 287 North Rd., Huntingdale, Victoria. WTD 7/30/64.

Quality lamp bases of metal in antique reproductions and colonial motifs. Direct purchase and agency. Lectrolite Agencies (importer), Suite 14, 110 Willoughby Rd., Crows Nest, N.S.W. WTD 8/10/64.

GERMANY—Valves and ball type stop cocks of stainless steel of Type 316 AISI standard, nominal diameter ⅜"-8" connection either socket or flange. For hand or pneumatic operation under pressure of 7 atmospheres. Pressure of medium 5-6 atmospheres operating temp. 266°F. Obermaier & Cie., Maschinenfabrik, 45 Lachenerstrasse, 673 Neustadt a.d. Weinstr. WTD 8/5/64.

ISRAEL—Steam traps; internal mechanism for insertion in steel body to be fabricated locally; size of final product will be ¼" to 1" for pressures from 0 to 600 lb. per square inch. Requests prompt offers including catalogs and prices. Zvi Blass & Co. (manufacturer, wholesaler), 39 Peretz St., Tel Aviv. WTD 8/3/64.

Valves, gauges, regulators and related equipment for industrial fluid flow control. Firm requests prompt offers including catalogs and net prices, direct purchase and exclusive agent. Zvi Blass & Co. (manufacturer, wholesaler), 39 Peretz St., Tel Aviv. WTD 8/3/64.

PHILIPPINES—Control valves, relief and check valves, volume control valves, steam regulating valves, directional control valves. Direct purchase and exclusive distributorship agreement. Alberto L. Sy, Manager, Everwealth Hardware (importer, retailer, wholesaler), 520 T. Pinpin, Manila. WTD 1/25/64.

● **THAILAND**—400,000 rail anchors for 70-lb. rails; 50 sets of tools for assembling and disassembling. Tender No. 07335, bid deadline Oct. 7. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-4816).

351 Engines, Turbines

THAILAND—Air-cooled gasoline engines, 2 h.p. to 10 h.p.; prefer to communicate with manufacturers directly. Direct purchase and agency. Charoen Kich Electric and Engine Ltd., Partnership, 141 Tripetch Rd., Bangkok. WTD 2/20/64.

352 Farm Machinery

VENEZUELA—Spare parts for tractors; requests replies in Spanish. Tracto Parts, C.A. (wholesaler, retailer), Ave. 9 de Diciembre, frente al Inos, El Paraiso, Caracas. WTD 7/22/64.

353 Construction Machinery

CHILE—Construction, excavating, maintenance machinery, equipment, units, attachments and repair parts; off highway haulage machinery and equipment, primarily designed for construction, repair parts; tractors, cranes, shovels, draglines, pullshovels, backhoes; asphalt, concrete and bituminous mixers, pavers; crushers, pulverizers, screening, washing plants; ditching and trenching machinery, equipment and repair parts. Figueroa y Alemparte, Figalem Ingenieria S.A. (engineering contractors), 1235 Agustinas, Santiago. WTD 8/10/64.

● **EAST PAKISTAN**—5 crawler type tractors, 125-135 DBHP, equipped with cable dozers; 8 wheel type tractors, 150-160 HP, equipped with hydraulic dozers; 2 motor graders, 110-120 HP, six wheel tandem drive; 4 wheel type tractors, 220-240 HP, equipped to operate bottom dump off-highway haulers and self-loading scrapers, (Euclid or equivalent) 2 shop service motor trucks 200-215 hp diesel engine, 6x6 drive, 5 ton capacity, with various auxiliary equipment; 2 tank trucks, 1000 gal. capacity, 200-215 hp. diesel engine, 6x6 drive; 4 flat bed 5 ton capacity trucks, 4x4 drive; 6 jeeps 4x4 drive; 6 pickup trucks 4x4 drive; 2 service trucks, 6x6 drive, equipped with 8 high pressure grease and oil servicing units; 2 flat bed motor trucks, 5 ton capacity, 4x4 drive equipped with winch and rear mounted "A" frame; 6 portable water pumps,

675 gpm capacity; 4 portable water pumps, 30,000 gph capacity; 12 portable water pumps, 165 gpm capacity; 6 generators, 10 kw, portable; 12 concrete vibrators; 6 portable concrete mixers, 7 cu. ft. tilt drum; 2 heavy disc plows for use with crawler tractors; 15 rubberized fabric 1500 gal. capacity fuel storage tanks; 5 rubberized fabric 10,000 gal. capacity fuel storage tanks; quantities of repair parts with foregoing equipment. Large variety of hand tools and shop service tools including welders, chain hoists, track pin presses, impact wrenches. Detailed specifications will accompany bidding documents issued by Director of Purchases. Tender No. IDA/BRB/39/1, bid deadline Oct. 7. Director of Purchases, East Pakistan Water & Power Development Authority, Epwapda Bldg., Motijheel, Dacca-2. In the U.S. requests for tender, bid, documents are available from Leedshill-DeLeuw, Engineers, 1256 Market St., San Francisco, Calif.

ENGLAND—Machinery, both mechanical and electrical, for surface or underground coal mining. Agency. K. Gordon Douglas Engineering Supplies Ltd. (sales agent), Whitmore House, Barber Booth, Edale, Sheffield. WTD 7/20/64.

● **KOREA**—2 tracklaying type tractors (CAT D6 series C or equivalent) equipped with cable controlled "U" dozers for use in handling coal, and a specified list of spare parts. Tender No. KFX-4076-S (64-PE-20), bid deadline September 5. Won Hee Kim, Administrator, Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5566).

● **TURKEY**—Eleven ball bearing, spur-geared chain hoists of varying capacities. Tender No. 3001-1578, bid deadline Sept. 9. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

354 Metalworking Machinery

COLOMBIA—Machine tools: grinding machines, turret lathes, milling machines; requests replies from manufacturers with price quotation fob U.S. port. Almacén Surtidor Ltda. (importer, wholesaler, retailer), Carrera 53 No. 50-52, Medellin. WTD 1/15/63.

GERMANY—Electronic milling machines for shaping cylinders, diameter 20-32", height 15"; coil winding machines. Direct purchase and agency. Bert G. Milsch (importer, manufacturers' agent), 3 Hannover, Grosse Pfahlstr. 7. WTD 7/28/64.

Newly developed precision tools. Carl Adam (importer), Kestnerstr. 16, Hannover. WTD 7/28/64.

● **INDIA**—Vertical spindle surface grinding machine, 72"x16½" table, 18" dia. grinding wheel. Tender No. SWP/7/41026-R/111, bid deadline Oct. 6. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available for purchase at Indian Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Purchase price $1.25, ref. No. D/ENQ/1210.

Cylinder honing machine, 9' dia., 20" depth. Brake cylinder home kit, ¾"-2½" range. Tender No. SWP-7/461/3-A/III, bid deadline Sept. 30. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Purchase price $1.25, I.S.M. ref. No. D/ENQ/1212.

JAPAN—Machinery for making metal sponges used as filters and kitchen ware scouring pads; machinery for making steel wool soap-pads. Nankai Sangyo K.K. (importer), 12 Ebisu Nishi 2-chome, Shibuya-ku, Tokyo. WTD 9/4/63.

NEPAL—Lathes; milling machinery; drill; grinder; wheel alignment equipment for mechanical workshop; request price quotations c.i.f. Calcutta. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

Complete plant to manufacture 400 sets per week of cutting tools, starting with ground thread chasers to suit Coventry type die heads of ¼", 5/16", ⅜", ½", ¾", 1", 2/72", ½"; including lathes, milling machines, grinders, etching machines, bandsaws, furnace, inspection equipment. Catalogues, quotations c.i.f. Calcutta, delivery dates, availability of technical assistance desired. Nepal Commercial Corp. (Nepal) Ltd. (manufacturer), Hotel Royal, Kathmandu.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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355 Special Industry Machinery

AUSTRALIA—Machinery for spraying removable plastic coat on furniture to protect it in shipment, (a substitute for paper). R. A. Cameron, Carricks Ltd. (manufacturer, wholesaler), 496 Sherwood Road, Sherwood, Brisbane, Queensland. WTD 4/17/63.

GERMANY—Circular and flat knitting machines; warp looms. Direct purchase and agency. Bert G. Milsch (importer, manufacturers' agent), 3 Hannover, Grosse Pfahlstr. 7. WTD 7/28/64.

● **INDIA**—One roll-type briquetting press, 250 kilograms per hour capacity, to produce zirconium dioxide, carbon and sugar. Tender No. AEE/P/CAP/9432, bid deadline Sept. 18. Senior Purchase Officer, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg. (3rd Floor), Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

PHILIPPINES—Steel mill auxiliary equipment and supplies. Filipinas Consultants & Management Corp., 1006 Manhattan Bldg., 415 Nueva, Manila. WTD 3/30/63.

VENEZUELA—Machinery for manufacturing breakfast cereals, mainly flakes and pops, using yucca as raw material; requests replies in Spanish. Productos Agricolas Industrializadas Venezolanos, C.A. (manufacturer), Guacara, Estado Caravobo, Aptdo. 546, Valencia. WTD 4/21/64.

356 General Industrial Machinery

AUSTRALIA—Packaging machinery to wrap, pack and tie furniture at furniture factory; should be able to take furniture at end of assembly line and completely prepare it for shipment. R. A. Cameron, Carricks Ltd. (manufacturer, wholesaler), 496 Sherwood Rd., Sherwood, Brisbane, Queensland. WTD 4/17/63.

Clarification equipment for industrial coolants, particularly centrifugal clarifiers. Machine Shop Equipment (Aust.) Pty. Ltd. (importer, exporter), P.O. Box 200, Crown St., Sydney. WTD 7/27/64.

● **BURMA**—Various sizes and types of ball and roller bearings in small quantities. Tender No. PSC MACH (7) 60-STB (63-64), bid deadline Sept. 28. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Varying small quantities of sheaves and blocks of varying sizes. Tender No. 214/MACH: (63-64), bid deadline Sept. 15. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● **COSTA RICA**—Food processing equipment—onion drying equipment, preferably fired with diesel fuel to dry 10 short tons of onions in 36 hours. No bid deadline is set. The Cooperativa de Productores de Cebolla de Santa Ana R.L., Santa Ana.★ (Telephone: 202-WO 7-5589).

PHILIPPINES—Gear pumps. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

Vane pumps, axial piston pumps, duplex steam pumps. Direct purchase and exclusive distributorship agreement. Alberto L. Sy, Manager, Everwealth Hardware, (importer, retailer, wholesaler), 520 T. Pinpin, Manila. WTD 1/25/64.

VENEZUELA—Exhaust fans for semi-industrial purposes; requests replies in Spanish from manufacturer or direct exporters only; direct purchase and agency. Comercial Emaury (importing distributor, agent), Calle Real del Prado de María No. 49, Caracas. WTD 8/9/64.

357 Office, Computing, Accounting Machines

AUSTRALIA—Data processing and electronic control equipment; accessories. Pantechna Pty. Ltd. (importer, manufacturer, distributor), 8-12 Eastern Rd., South Melbourne, Victoria. WTD 7/30/64.

ENGLAND—Desk calculators, electronic; direct purchase and agency. Muldivo Calculating Machine Co. Ltd. (importer, sales agent), Dorset House, Salisbury Square, London, E.C.4. WTD 7/23/64.

ISRAEL—Desk top size electronic calculators, with or without tape printout, within price range of $600 to $1,000; also 4 operation, 10-key printing calculators. Requests prompt offers including catalogs and equipment specifications from manufacturers. Direct purchase and exclusive agency. Monen Co., Ltd. (distributor), 12 Mikwe Israel St., P.O. Box 968, Tel Aviv. WTD 6/4/64.

VENEZUELA—Office machines in general; requests replies in Spanish. Artesca, C.A., Porvenir a Santo Tomas, No. 61-0, Edificio Guarico, Caracas. WTD 7/8/64.

Typewriters, desk calculators, adding machines, duplicating and reproduction machines, staples, pencil sharpeners. Direct purchase and agency. La Oficina (importer), C.A. Camejo a Colon No. 3, Aptdo. 6198, Edificio Surgis, Caracas. WTD 7/13/64.

358 Service Industry Machines

AUSTRALIA—Floor sanding machines, 240 v. a.c., 50-60 cycle only; requests lists and descriptive brochure from manufacturers only. R. Smart & Co. (importer, exporter, manufacturer), 44 Warren St., Valley, Brisbane, Queensland. WTD 12/4/63.

GERMANY—Humidifiers for residential use on non-aerosol spray basis. Direct purchase and agency. Klaus D. Meyer (wholesaler, importer), Volgersweg 6, Hannover. WTD 8/13/64.

PHILIPPINES—Room air conditioners. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

SOUTHERN RHODESIA—Air conditioning equipment, dust extraction and thermal engineering equipment. Direct purchase and sole agency. Heat & Air Systems (Pvt.) Ltd. (engineering consultants), P.O. Box 8277, Causeway, Salisbury. WTD 8/4/64.

359 Machinery

PHILIPPINES—Hydraulic cylinders. Direct purchase and exclusive distributorship. Alberto L. Sy, Manager, Everwealth Hardware, (importer, wholesaler, retailer); 520 T. Pinpin, Manila. WTD 1/25/64.

361 Electric Transmission, Distribution Equipment

GERMANY—Electric contact switches; cif European ports; requests replies in German from manufacturers only. Wilhelm Meyer (manufacturer, exporter), Krankenfahrzeugfabrik, Vlotho and der Weser. WTD 7/24/64.

● **NEW ZEALAND**—Supply of one 3-phase, 100 mva, 220/110/11 kv transformer bank to be comprised of four single-phase, 33,333 kva, 127/63.5/11kv, 50 cycle, outdoor type autotransformers. Contract No. 444, bid deadline Oct. 27. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

● **TRINIDAD, W.I.**—Supply of one 4 mva, 33,000 v. reactor and one 33 kv oil circuit breaker. Bid deadline Oct. 1. Purchasing officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

VENEZUELA—Electric and electronic test, measuring and monitoring instruments and equipment. Direct purchase and agency. Citec, C.A. (importer), Edificio Arisán, Oficina 4, Ave. Francisco de Miranda, Plaza Chacaíto, Caracas. WTD 6/15/64.

362 Electrical Industrial Apparatus

COLOMBIA—Electric motors; request replies from manufacturers with price quotation fob U.S. port. Direct purchase and agency. Almacén Surtidor Ltda. (importer, wholesaler, retailer), Carrera 53 No. 50-52 Medellin, WTD 1/15/63.

GERMANY—Small motors for propelling invalid chairs; cif European ports; request replies in German from manufacturers only. Wilhelm Meyer (manufacturer, exporter), Krankenfahrzeugfabrik, Vlotho an der Weser. WDT 7/24/64.

● **KOREA**—Supply of 18 sets of gear motors comprised of 220/440 v., 3 phase, 60 cycle, a.c., explosion proof, squirrel cage motors. Also included is approx. 20,000 ft. of 3.5/6 kv copper cable and 10 sets of sump pumps. Tender No. KFX-4084-F, bid deadline Sept. 17. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4242).

NEPAL—Double operator Quassi arc a.c. electric welding machine 380 amp max c/w accessories for mechanical workshop; requests price quotations cif Calcutta. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

PAKISTAN—Graphite electrodes, electrolytic for manufacture of chlorine. Kohinoor Industries Ltd. (manufacturer), 6 Egerton Rd., Lahore. WTD 8/5/64.

PHILIPPINES—Electric motors. Direct purchase and agency. Florencio T. Santos, General Manager, Himmel Industries, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 603 Equitable Bank Bldg., Juan Luna St., Manila. WTD 4/11/64.

VENEZUELA—Electronically controlled industrial control equipment. Direct purchase and agency. Citec, C.A. (importer), Edificio Arisán, Oficina 4, Ave. Francisco de Miranda, Plaza Chacaito, Caracas. WTD 6/15/64.

Generator sets, diesel or gasoline engine driven, for use in rural areas; requests replies in Spanish. Plinio Musso (service station), Ave. de Enero, Barinas, Estado Barinas. WTD 7/2/64.

363 Household Appliances

CHILE—Household mechanical washing and drying machines. Direct purchase and agency. Almacenes Barassi (importer, retailer), 786 Bories, Casilla 184, Punta Arenas. WTD 8/10/64.

ENGLAND—Combined warm air and domestic hot water heater units. Watson Heating Ltd. (manufacturer, retailer), 14 Brewery St., Highworth, Wiltshire. WTD 7/21/64.

PHILIPPINES—Household refrigerators; electric ranges. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

VENEZUELA—Domestic washing machines; local power 110/120 v., 50 and 60 cycles. Comercial Supersonico, Jose Gebran Sucre (dealer), Calle 1, No. 33 B., San Felix, Estado Bolivar. WTD 7/15/64.

364 Electric Lighting, Wiring Equipment

GERMANY—20,000 automatic transistorized switches for 8-watt neon tubes, 6 or 12 v. direct current; requests replies in German. Hans Korte, Manager, G. Hoengesberg (importer), Horstweg 13, Loga bei Leer/Ostfriesland. WTD 8/12/64.

365 Radio and Television Receiving Sets

CHILE—Television and radio sets. Direct purchase and agency. Almacenes Barassi (importer, retailer), 786 Bories, Casilla 184, Punta Arenas. WTD 8/10/64.

VENEZUELA—Radio receivers, auto, console, portable, table model. Direct purchase and agency. Pedro I. Borrego "Auto Radio Star T.V." (wholesaler, retailer), Ave. Presidente Medina, Edificio Real, Local "E", Las Acacias, Caracas. WTD 7/27/64.

Radio receivers and phonographs for home entertainment; requests replies in Spanish. Jorge Narciso Sucre, C.A. (importer, wholesaler), Ave. 3, Independencia No. 181, Carupano, Estado Sucre. WTD 6/23/64.

366 Communication Equipment

AUSTRALIA—Transistorized AM transceivers for use in taxis and other commercial users, single and multi-frequency to 5 channels, 70-85 mc band and 160 mc band; also 240 v. base station equipment suitable for use in conjunction with this equipment. Mitchard Radio Co., 59 Albion Rd., Albion, Brisbane, Queensland. Attn: Mr. Mitchell. WTD 6/12/63.

● **INDIA**—Electrical signaling and telecommunication equipment such as tablet block instruments, tokenless block instruments, electric lever locks and signal reversers, electric point machines and signal machines, relays, cells, track circuit equipment, electric lifting barriers, telecommunication equipment. Successful bidder would also be expected to render assistance in manufacture of this equipment. Tender No. Sig-8 (Part II) of 1964. Bid deadline for block instruments, tablet token and tokenless and electric lever locks and signal reversers Sept. 2. Bid deadline for a.c.c. relays and electric point machines and signal machines Sept. 9. Bid deadline for d.c. relays Sept. 16. Bid deadline for cells Sept. 25. Bid deadline for track circuit equipment, electric lifting barriers, telecommunication and miscellaneous equipment Sept. 30. The Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents are available for review only in the Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

PAKISTAN—Telecommunication equipment; requests price quotations and catalogs. Telephone Industries of Pakistan, Enquiry Section, Research and Development, Haripur/Dist. Hazara (West Pakistan).

● **TRINIDAD**—Supply of protective equipment for submarine cable. Bid deadline Sept. 28. Specifications may be obtained from the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

● **UAR**—Supply of signaling equipment, including but not limited to, d.c. neutral shelf-type relays; d.c. flasher shelf-type relay; battery charging sets 12 v.; insulated fishplates and fuses for railway signaling circuits. Bid deadline Oct. 3. The Inspector General of Way & Works, Egyptian Railways, Ramses Square, Cairo. Tender documents are available for review only in Transportation Equipment Division, Rm. 4314, Department of Commerce, BDSA-321, Washington, D.C. 20230.

367 Electronic Components, Accessories

ENGLAND—Semiconductor components: ceramic seals; silicon; flexible connectors; direct purchase and agency. Goodwell Import Co. (importer, wholesaler, sales agent), Station Rd., Coleshill, Warwickshire. WTD 7/17/64.

GERMANY—Transistors, diodes, rectifiers, silicon rectifiers, push button devices, loudspeakers, mercury batteries, ferrite bobbins, waveband selectors; electronic components including capacitors, clad metals and high purity materials, infrared detectors, electro-mechanical and electro-thermal control devices. Direct purchase and agency. Mrs. K. Adelmann, Industria Karl Adelmann KG (importer manufacturers' agent), Stuttgart-Degerloch, Kauzenhecke 15. WTD 8/6/64.

ISRAEL—Electronic equipment for science industry, components, parts, sub-assemblies; requests offers with catalogs, price lists from manufacturers. Direct purchase and agency. Medtechnica Ltd. (importer, distributor), 18A King George St., P.O. Box 2695, Tel Aviv. WTD 8/28/63.

VENEZUELA—Electron tubes for radios, TV sets, amplifiers, ham and professional radio equipment; electronic components for this equipment. Direct purchase and agency; requests replies in Spanish. TV Import C.A. (wholesaler, retailer), Cruz Verde a Velasquez 78, Caracas. WTD 6/22/64.

Components and tubes for radio and TV receivers. Direct purchase and agency. Pedro I. Borrego, "Auto Radio Star T.V." (wholesaler, retailer), Ave. Presidente, Medina, Edi-

ficio Real, Local "E", Las Acacias, Caracas. WTD 7/27/64.

369 Electrical Machinery, Equipment, Supplies

GERMANY—Batteries of high concentration; cif European ports; requests replies from manufacturers only in German. Wilhelm Meyer (manufacturer, exporter), Krankenfahrzeugfabrik, Vlotho an der Weser. WTD 7/24/64.

ISRAEL—All kinds of electro-medical equipment, supplies; requests offers with catalogs, price lists from manufacturers. Direct purchase and agency. Medtechnica Ltd. (importer, distributor), 18A King George St., P.O. Box 2695, Tel Aviv. WTD 8/28/63.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Automotive equipment; requests replies in German. Direct purchase and agency. Dietrich Meissner (importer, sales agent), Zedernstrasse 27, Bremen. WTD 7/28/64.

PHILIPPINES—Automotive spare parts and accessories. Direct purchase. Yu Hay Suy, President, Yu Brothers Trading Co. Inc. (importer, wholesaler), 825 Espeleta, Box 634, Manila. WTD 3/25/63.

VENEZUELA—Automotive replacement parts for all U.S. makes; requests replies in Spanish. Direct purchase and agency. Talleres Caracas, C.A., Ave. San Martin, 183, Caracas. WTD 7/7/64.

Automotive replacement parts and accessories. Perez & Cia. Oficina 22, Edificio Los Venados, Colinas de Bello Monte, Caracas. WTD 8/4/64.

Automotive replacement parts for all U.S. makes. Plinio Musso (service station), Ave. 23, de Enero, Barinas, Estado Barinas. WTD 7/2/64.

374 Railroad Equipment

● **BURMA**—Parts for steam locomotives, including but not limited to, safety valves, blow off cocks and whistles. Tender No. 2624/393/L, bid deadline Sept. 30. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon. Specifications and drawings available for review only in Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● Steam locomotive parts and fittings, including, but not limited to: 13 steam brake valves for ST and YD old classes Drg. No. S 145/178; one cylinder 17½" x 24" for YC class machined finished complete with all liners, covers, studs, nuts, fittings. Brittallic piston rod packings and bypass valves Drg. No. S. 554/117-118-119 and 112; and 8 eccentric cranks as per Drg. No. 554/132A for YB & YC new class. Tender No. L/8a, bid deadline Sept. 30. The General Manager, Burma Railways Board, Bogyoke Aung San Street, Rangoon. Specifications and drawings available for review only in the Transportation Equipment Division, Rm. 4314, BDSA-321, Department of Commerce, Washington, D.C., 20230 (Telephone: 202-WO 7-4816).

● **SOUTHERN RHODESIA**—100 bogie wagons complete, and 100 bogie wagons without bogies. Tender No. TB.910, bid deadline Sept. 18. The Buyer, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo.

● **SPAIN**—400,000 concrete tie bars, switch and crossing supplies, bid deadline Sept. 15; 30 diesel locomotives 350-550 h.p. and parts, 13 diesel locomotives 750-850 h.p. and parts, bid deadline Sept. 29; 40 first-class passenger cars; 60 second-class passenger cars with "couchettes"; and 1,000 box cars, bid deadline Sept. 22. Sr. Director General de la Renfe, Direccion de Estudios y Planificacion, Torre de Madrid, Princesa 1, Madrid (8). Specifications in Spanish (equipment to be financed under IBRD loan) are available for review only in Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **UAR**—Fifty 40-ton bogie goods brake vans, specification No. 1043. Bid deadline Sept. 5. The Inspector General, Mechanical & Electrical Engineering Dept., Railways Bldg., First Floor, Over Shubra Subway, Shubra, Cairo. Specifications available for review only in Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

● One thousand 65-ton hopper wagons for transport of phosphate, coal and limestone, specification No. 1044. Bid deadline Sept. 12. The Inspector General, Mechanical & Engineering Dept., Egyptian Railways, New Bldg., beside Shoubra Bridge, Cairo. Specifications available for review only in Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

ISRAEL—All kinds of scientific, laboratory, professional, controlling instruments, equipment; requests prompt offers with catalogs, price lists. Direct purchase and agency. Medtechnica Ltd. (importer, distributor), 18A King George St., P.O. Box 2695, Tel Aviv. WTD 8/28/63.

● **UAR**—Supply of laboratory equipment including but not limited to: Barometers, conductivity bridges, moisture meters, soil pipettes and centrifuges, hydrometers, P H Meters, coil angers, sieves. No set bid time limit. The Egyptian General Desert Development Organization, 70 Gomhouria St., Cairo, Egypt.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, and Indicating Physical Characteristics

AUSTRALIA—Flowmeters of rotameter type. James Munday & Co. (N.S.W.) Pty., Lord St., Botany, N.S.W. WTD 2/24/64.

Density measuring and control instruments; direct purchase and agency. J. B. Gregorson & Co. (manufacturer, importer, exporter), 291-297 Elizabeth St., Sydney. WTD 8/7/64.

● **INDIA**—Portable hardness tester. Tender No. SWP-8/11026-P/III, bid deadline Oct. 20. Director General of Supplies & Disposals, N. I. Bldg., Parliament St., New Delphi. Copies of specifications available from India Supply Mission (Ref. D/ENQ/1211), 2536 Massachusetts Ave., NW., Washington, D.C., on payment of 50¢ per copy.★ (Telephone: 202-WO 7-2939).

JAPAN—Controls for air-conditioning units. Direct purchase. Requests literature and prices. Sekiya & Co., Ltd., P.O. Box No. Central 48, Nagoya. WTD 7/1/63.

PHILIPPINES—Steam temperature and pressure recorders. Direct purchase and exclusive distributorship. Alberto L. Sy, Manager, Everwealth Hardware (importer, wholesaler, retailer), 520 T. Pinpin, Manila. WTD 1/25/64.

384 Surgical, Medical, Dental Instruments

● **BURMA**—Supply of 10 sets of 50 feet lengths of divers' air hose; also 24 sets of respirator face pieces complete with goggles, breathing tubes, couplings, and air hose. Tender No. 203/MACH:(3-64), bid deadline Sept. 15. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● **CEYLON**—Supply of A.C.D. bottles, etc., including 50,000 sterile A.C.D. bottles, 50,000 disposable plastic blood administration sets, 15,000 disposable sterile plastic donor sets, and 3,000 sterile dry vacuum bottles. Bid deadline Oct. 20. Director of Health Services (Supplies), No. 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-2939).

GERMANY—Invalid wheel chairs, hand, electric and motor propelled, collapsible chairs, chairs with caterpillar tracks for negotiating stairways; fob German ports; requests replies in German. Wilhelm Meyer (manufacturer, exporter), Krankenfahrzeugfabrik, Vlotho an der Weser. WTD 7/24/64.

ISRAEL—All kinds of medical, surgical, hospital equipment, supplies; requests offers with catalogs, price lists. Direct purchase and agency. Medtechnica Ltd. (importer, distributor), 18A King George St., P.O. Box 2695, Tel Aviv. WTD 8/28/63.

All types of hearing aids, advanced designs and latest developed products; requests replies from first class companies including literature and price lists. Direct purchase and exclusive agency. Medtechnica Ltd (importer, distributor), 18A King George St., P.O. Box 2695, Tel Aviv. WTD 10/4/63.

PHILIPPINES—Surgical, hospital instruments. Mercury Drug Co., Inc. (importer, wholesaler, retailer, manufacturer), 1580 Bambang, P.O. Box 1847, Manila. WTD 7/26/63.

UAR—Two mobile dental clinics; 10 mobile general practitioners' clinics for use in examining patients in rural areas. Attn: Mustafa Samaa, Director of Importation & Planning Dept., General Public Organization for Pharmaceuticals, Chemicals and Medical Appliances, 9 Emad el Dine St., Cairo.

386 Photographic Equipment

● **KOREA**—One horizontal type darkroom process camera and accessories, with estimated value of $41,800. Invitation No. KFX-4082-S, bid deadline Sept. 15. Office of Supply, Government of the Republic of Korea, Seoul. Copies of specifications also available from Korean Embassy, 2320 Massachusetts Ave., NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-2911).

VENEZUELA—16 mm projectors for theaters, accessories and parts; requests replies in Spanish. Direct purchase and agency. Distribuidora Daniel Ramirez (importer, agent), Calle 20 No. 20-55, Barquisimeto, Estado Lara. WTD 7/20/64.

Photographic equipment and film; requests replies in Spanish. Jorge Narciso Sucrs, C.A. (importer, wholesaler), Ave. 3, Independencia No. 181, Carupano, Estado Sucre. WTD 6/23/64.

393 Musical Instruments, Parts

AUSTRALIA—Celluloid sheeting material for covering drums (musical), particularly "marine pearl." Drouyn & Drouyn (importer,

wholesaler, manufacturer, retailer), 380-382 Logan Rd., Stones Corner, Brisbane, Queensland. WTD 10/2/63.

395 Pens, Pencils, Office, Artists' Materials

VENEZUELA—Pens, mechanical pencils, pen points and similar lines for distribution through office supply stores; requests replies in Spanish. Artesca, C.A., Porvenir a Santo Tomas, No. 61-0, Edificio Guarico, Caracas. WTD 7/8/64.

399 Manufacturing Industries

AUSTRALIA—Wide line of landscape prints in various sizes. Prints to be in full color and may be on light paper. Orders in batches of 500. Samples with prices are requested; wishes to purchase direct from U.S. firms only. W. A. Buchanan & Co. (importer, wholesaler, retailer), Little Street, Valley, Brisbane, Queensland. WTD 6/12/64.

Quality lamp shades in antique reproductions and colonial motifs. Direct purchase and agency. Lectrolite Agencies (importer), Suite 14, 110 Willoughby Rd., Crows Nest, N.S.W. WTD 8/10/64.

PHILIPPINES—Advertising novelties. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

VENEZUELA—Beauty parlor equipment. Agency and distribution; requests replies in Spanish. Stolk Hermanos, C.A. (importer, distributor, manufacturer), Tablitas a Palmitas No. 9, Caracas. WTD 7/30/64.

471 Shipment of Locomotives

● **PAKISTAN**—Tenders invited for shipment of 5 or more diesel-electric locomotives from Port of New York to Port of Karachi. Tender No. PR-I/64/SHPT/4, bid deadline Sept. 9. The Secretary, Railway Board, Government of West Pakistan, Empress Rd., Lahore. Tender documents available for $5.00 per set plus postage from Office of the Consulate General of Pakistan, 12 East 65th St., New York. N.Y.

509 Wholesalers

AUSTRALIA—Large, well-established importer, wholesaler, and manufacturers' representative wants additional lines for stationery, toys, watches, clocks, jewelry, cosmetics, soaps, books and other publications. Direct purchase and agency. Ponsford, Newman & Benson Ltd., 234 Flinders Lane, Melbourne, Victoria. WTD 7/30/64.

781 Motion Picture Production, Distribution

VENEZUELA—Motion picture features; requests replies in Spanish; direct purchase and agency. Distribuidora Daniel Ramirez (importer, agent), Calle 20 No. 20-55, Barquisimeto, Estado Lara. WTD 7/20/64.

Syria invites bids on 5 automatic wheat mills

The Directorate General for Cereals, Damascus, Syria, requests U.S. firms to write for details concerning tender on the importation and assembling of 5 automatic wheat mills no later than Sept. 21.

Plans are to locate the wheat mills in the Syrian cities of Damascus, Rekkah, Deir El-Zor, Homs, Latakieh or Idleb. Each mill will have a capacity of about 600 tons every 24 hours.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

010 Commercial Farms

VENEZUELA—Alfalfa, sesame seeds, nuts and almonds. Hauenschild, S.A. (sales agent), P.O. Box 2121, Ave. Los Mangos, Quinta Selva Negra, La Florida, Caracas. WTD 5/8/64.

202 Dairy Products

IRAQ—Skim milk. Tarik Jamil Al Aziz (importer, wholesaler, retailer), Mirjan Square, Shorja Market, Baghdad. WTD 9/27/62.

VENEZUELA—Packaged powdered milk. Hauenschild, S.A. (sales agent), P.O. Box 2121, Ave. Los Mangos, Quinta Selva Negra, La Florida, Caracas. WTD 5/8/64.

203 Canning, Preserving Foods

GERMANY—Canned fruits, including pineapple, apricots, peaches, pears; canned vegetables, including asparagus, string beans. Kieling & Co. (importer, sales agent), 93 Herdentorswallstrasse (P.O. Box 318), 28 Bremen. WTD 6/11/64.

PHILIPPINES—Fruit juices. Tommy Ng, Secretary, Young's Trading (importer, wholesaler, retailer, indentor), 629-631 Elcano, Manila. WTD 4/1/63.

VENEZUELA—Dried and dehydrated fruit. Hauenschild, S.A. (sales agent), P.O. Box 2121, Ave. Los Mangos, Quinta Selva Negra, La Florida, Caracas. WTD 5/8/64.

204 Grain Mill Products

PHILIPPINES—Soya bean and other feed meals. Tommy Ng, Secretary, Young's Trading (importer, wholesaler, retailer, indentor), 629-631 Elcano, Manila. WTD 4/1/63.

220 Textile Mill Products

AUSTRALIA—Synthetics including dacrons, dacron-cottons, acetates and nylons; particularly fabrics of light weave and texture for men's and women's wearing apparel; requests replies from manufacturers only. Agency for Queensland. Robert Christmas & Co., Pty., Ltd. (importer, wholesaler), 148 Edward St., Brisbane, Queensland, Attn. Mr. Alp. WTD 10/2/63.

CHILE—Fabrics, woolen and worsted, linen. Gerardo Rosenberg L. (sales agent), Estado 337, Casilla 2819, Santiago. WTD 7/22/63.

GERMANY—Textiles for men's outerwear, street and sport wear, woolens, cottons and mixtures; requests replies from mills only. Exclusive agency for West Germany. Jeske & Mueller OHG (sales agent), Bischofsholer Damm 42, Hannover. WTD 7/28/64.

IRAQ—Synthetic and cotton piece goods; requests replies from manufacturers only. J. J. Basrawy & S. D. Somekh (agent selling textiles), Khan Shabander, Samawal St., Baghdad. WTD 2/7/63.

221 Bread Woven Fabric Mills, Cotton

VENEZUELA—Cottonades; requests replies from manufacturers only. Exclusive agency. Alberto Hassan Hemmo (sales agent), Aptdo. 6270, Caracas or Edificio Naiguata, Aptdo. 62, 6 piso, Ave. Buenos Aires, Los Caobos, Caracas. WTD 7/29/64.

226 Dyeing, Finishing Textiles

VENEZUELA—Linen piece goods; requests replies from manufacturers only. Exclusive agency. Alberto Hassen Hemmo (sales agent), Aptdo. 6270, Caracas or Edificio Naiguata, Aptdo. 62, 6 Piso Ave. Buenos Aires, Los Caobos, Caracas. WTD 7/29/64.

238 Apparel, Accessories

AUSTRALIA—Flannelette nightwear and lingerie fabrics; requests replies from manufacturers only. Robert Christmas & Co. Pty. Ltd., 148 Edward St., Brisbane, Queensland, Attn. Mr. Alp. WTD 10/3/63.

240 Lumber, Wood Products

FRANCE—Wood containers (shipping, standard types and specialties), fibre; drums; boxes and crates for medium-duty packaging, and related wooden products. Also sawed lumber (hard and softwoods, all categories), wood panels and construction materials; requests replies in French. Vve. R. Lafon & J. Guy Garnung (agent), Quartier Vivey, Mios, Gironde. WTD 8/7/64.

260 Paper Products

GERMANY—Sulphate or sulphite pulp, newsprint, kraft paper, fluting paper for production of corrugated paper. Exclusive agency. Mr. Schulz Jr., Herbert Schulz & Sohn (agent), Buchholzer Str. 81, P.O. Box 1, Hannover-Misburg. WTD 7/28/64.

262 Paper Mills, Products

VENEZUELA—Supplies and material (plastic, paper, paperboard, cellophane) for packaging industry in general. Tecnica Internacional C.A. (Tinca) (sales agent), Aptdo. 13025, Caracas. WTD 7/17/64.

281 Industrial Chemicals

IRAQ—Flavors and essences. Tarik Jamil Al Aziz (importer, wholesaler, retailer), Mirjan Square, Shorja Market, Baghdad. WTD 9/27/62.

PHILIPPINES—Industrial chemicals, including dyestuffs. K. C. Yu, Vice-President, Robert Reid, Inc. (Philippines) (importer, wholesaler, retailer), 947 Soler, Manila. WTD 5/28/64.

Titanium calcium. Pedro So, Manager, Fil-Occidental Commercial (indentor), 1140 Soler, Box 2204, Manila. WTD 6/29/63.

VENEZUELA—Special chemicals and additives for use by pulp and paper industry. Tecnica Internacional C.A. (Tinca) (sales agent), Aptdo. 13025, Caracas. WTD 7/17/64.

282 Synthetic Materials

FINLAND—Rayon, acetate or other synthetic fibers; requests replies from manufacturers only. Oy Nitroko Ab (importer, commission agent), Annankatu 26, Helsinki.

283 Drugs

CHILE—Pharmaceutical specialties for hu-

man use. Laboratorio Norgine S.A. (laboratory), 1264 Ave. Presidente Balmaceda, Casilla 3457, Santiago. WTD 8/10/64.

VENEZUELA—Dermatological medicines; requests replies in Spanish. Elmor, S.A. (sales agent), Aptdo. 2374, Caracas. WTD 3/5/64.

327 Concrete, Gypsum, Plaster Products

AUSTRALIA—Decorative plasters suitable for spray application; requests replies from manufacturers only. Bowsers Applications Pty. Ltd., (contractor, manufacturer), National Bank Chambers, 180 Queen St., Brisbane, Queensland, Attn. Mr. Valentine. WTD 8/19/63.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Full range of heavy forged hand tools. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

VENEZUELA—Hand tools for craftmen, masons, plumbers; builders' hardware, complete lines; door locks of all types. Comercial Riehl, C.A. (Rodamientos FAG) (manufacturers' and exporters' representative), Aptdo. 10306, Calle El Colegio, Local FAG, Urbanización San Antonio, Caracas. WTD 7/2/64.

Hand tools for all crafts, especially electronic maintenance. Universal Electronics, C.A. (exporters' representative), Calle y Residencias Junin, Aptdo. 6-E, Urbanización La Paz, El Paraiso, Caracas. WTD 6/18/64.

346 Metal Stampings

SOUTH AFRICA—Non-electric pressure cookers. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

349 Fabricated Metal Products

PHILIPPINES—Irrigation distribution equipment and other water development equipment. L. R. Moran, President and General Manager, Picspa Corp. (importer, wholesaler, retailer, manufacturer), 302 El Hogar Filipino Bldg., Juan Luna St., Box 610, Manila. WTD 6/20/64.

351 Engines, Turbines

AUSTRALIA—Outboard motors. M. J. Bateman Pty. Ltd. (supply house), 12 Milligan St., Perth, Western Australia, WTD 10/9/63.

352 Farm Machinery

IRAQ—Farm tractors with a capacity ranging between 25 to 80 hp.; requests replies from manufacturers only. Al-Fallah Co. (importer, wholesaler, retailer, sales agent), W.L.L., Samiramis Hotel Square, Baghdad. WTD 7/29/62.

SOUTH AFRICA—Lawn mowers, except rotary. Exclusive agency Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

353 Construction Machinery

AUSTRALIA—Coal mining equipment, specifically: continuous miners, mechanical coal cutting equipment, shuttle cars and belt conveyors; request replies from manufacturers only. Parbury Henty & Co., Pty. Ltd. (importer, agent, manufacturer), 297-299 Adelaide St., Brisbane, Queensland. WTD 9/9/63.

CHILE—Hydroelectric elevators. Mario Panetti K., 647 Dr. Bruner, Santiago. WTD 7/16/64.

PHILIPPINES—Well drilling tools and equipment. L. R. Moran, President and General Manager, Picspa Corp. (importer, wholesaler, retailer, manufacturer), 302 El Hogar Filipino Bldg., Juan Luna St., Box 610, Manila. WTD 6/20/64.

VENEZUELA—Motor-driven graders and levellers; compactors for soils and construction; requests replies in Spanish. Invesora Transamericana, S.A. (exporters' representative), Aptdo. 6643, Caracas or Edificio Sudameris, Oficina 104, Esquina Fuerzas Armadas con Urdaneta, Caracas. WTD 7/23/64.

Petroleum industry equipment for exploration, production, transport and refining. Centro Tecnico Centec, C.A. (agent, importer), Edificio Pompey, Ave. Nueva Granada, Caracas (Aptdo. 6091, Caracas), WTD 7/13/64.

354 Metalworking Machinery

SOUTH AFRICA—Gas welding torches. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

VENEZUELA—Power-driven hand tools. Universal Electronics C.A. (exporters' representative), Calle y Residencias Junin, Apto. 6-E, Urbanización La Paz, El Paraiso, Caracas. WTD 6/18/64.

Jack hammers. Requests replies in Spanish. Inversora Transamericana, S.A. (exporters' representative), Aptdo. 6643, Caracas, or Edificio Sudameris, Oficina 104, Esquina Fuerzas Armadas con Urdaneta, Caracas. WTD 7/23/64.

Automotive maintenance tools and equipment. Requests replies in Spanish. Representaciones Comercial Federico Nuñez A. (sales agent), Aptdo. 7689, Caracas. WTD 7/30/64.

355 Special Industry Machinery

SWITZERLAND—Knitting mill machinery and equipment, accessories, apparatus for textile industry. Arnold Roggen & Co. (importer, distributor), Murten. WTD 7/9/64.

VENEZUELA—Printing trade machinery and equipment; paper industries machinery; packaging machinery. Tecnica International C.A. (Tinca) (sales agent), Aptdo. 13025, Caracas. WTD 7/17/64.

Food and beverage processing, bottling and canning machinery; textile machinery; chemical manufacturing machinery and equipment; plastics machinery and equipment; special industries machinery and equipment; materials handling equipment; petroleum refinery machinery and equipment. Agency for entire Venezuela. Centro Tecnico Centec, C.A., (agent, importer), Edificio Pompey, Ave. Nueva Granada, Aptdo. 6091, Caracas. WTD 7/13/64.

356 General Industrial Machinery

VENEZUELA—Portable air compressors; requests replies in Spanish. Inversora Transamericana, S.A. (exporters' representative), Aptdo. 6643, Caracas or Edificio Sudameris, Oficina 104, Ave. Fuerzas Armadas con Urdaneta, Caracas. WTD. 7/23/64.

358 Service Industry Machines

VENEZUELA—Refrigeration components and accessories for domestic, commercial and industrial refrigeration equipment. Comercial Supersonico-Jose Gebran Sucre (dealer), Calle 1, No. 33 B, San Felix, Estado Bolivar. WTD 7/15/64.

361 Electrical Transmission, Distribution Equipment

VENEZUELA—Electrical measuring instruments for industrial application. Agency for entire Venezuela. Centro Tecnico Centec, C.A. (agent, importer), Edificio Pompey, Ave. Nueva Granada, Aptdo. 6091, Caracas. WTD 7/13/64.

362 Electrical Industrial Apparatus

GERMANY—Electromagnets; relays; related electronics. Hellmut Nolte, Manager, Wilhelm Nass (sales agent), Eckenerstr. 6, Hannover. WTD 7/28/64.

VENEZUELA—Control instruments for industrial application. Agency for entire Venezuela. Centro Tecnico Centec, C.A. (agent, importer), Edificio Pompey, Ave. Nueva Granada, Aptdo. 6091, Caracas. WTD 7/13/64.

363 Household Appliances

GERMANY—Electrical household appliances, converters, battery chargers, microphones. Werner Kossann, Royal Electric (wholesaler, sales agent), 28 Bremen, Am Dobben 147. WTD 7/28/64.

SOUTH AFRICA—Portable ovens and refrigerators. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

364 Electric Lighting, Wiring Equipment

SOUTH AFRICA—Fluorescent desk lamps; electric photoflash lamps. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

365 Radio, Television Receiving Sets

SOUTH AFRICA—Consumer type: audio amplifiers, recording equipment, record players. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

366 Communication Equipment

PHILIPPINES—Radio communication equipment. Felix M. Alberto, President, Felix Alberto & Co., Inc., 7th Floor, Wilson Bldg., Juan Luna St., Manila. WTD 6/6/64.

367 Electronic Components, Accessories

SOUTH AFRICA—Automatic record changing mechanisms. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

VENEZUELA—Electronic tubes and electronic components for TV receivers of all makes. Universal Electronics C.A. (exporters' representative), Calle y Residencias Junin, Apto. 6-E, Urbanización La Paz, El Paraiso, Caracas. WTD 6/18/64.

371 Motor Vehicles, Motor Vehicle Equipment

PHILIPPINES—Auto and truck spare parts; exclusive agency desired. A. L. Nabong & Co., Inc. (indentor), 176 Dasmarinas, P.O. Box 414, Manila. WTD 6/21/63.

VENEZUELA—Automotive replacement parts for U.S. made vehicles; requests replies in Spanish. Representaciones Comerciales Federico Nuñez A., Aptdo. 7689, Caracas. WTD 7/30/64.

Replacement parts for automobiles for all U.S. makes. Universal Electronics C.A. (exporters' representative), Calle y Residencias Junin, Aptdo. 6-E, Urbanización La Paz, El Paraiso, Caracas. WTD 6/18/64.

Automotive replacement parts for all U.S. makes. Interamerican Parts S.A., Puente Soublette, Aptdo. 6048, Caracas. WTD 6/26/64.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Miners' cap lamps used in coal mining industry. Greendale Engineering & Cables Pty. Ltd. (importer, wholesaler, manufacturer), 43-51 Nelson St. Annandale, N.S.W.

SOUTH AFRICA—Ophthalmoscopes. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

385 Ophthalmic Goods

SOUTH AFRICA—Non metal, ophthalmic frames, sun glasses. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

386 Photographic Equipment

AUSTRALIA—New, brand name, cameras and equipment. Alfred's Emporium Pty. Ltd. (importer, retailer, agent), 540 Hay St., Perth, Western Australia. WTD 7/17/64.

SOUTH AFRICA—Photographic flash units; photographic lighting equipment; slide projectors; pedestal base, still picture projectors. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

393 Musical Instruments, Parts

SOUTH AFRICA—Musical instruments, except pianos and organs. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—Toys, structural toy sets; golf balls. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

399 Manufacturing Industries

SOUTH AFRICA—Pure bristle paint brushes, tobacco pipes. Exclusive agency. Telrad (Pty) Ltd. (agent), P.O. Box 4463, Johannesburg. WTD 7/22/64.

THAILAND—Shampoo dispensers for use in beauty shops. Tavasin Ltd. Partnership, 920/6 New Rd., Talad Noi, Bangkok. WTD 8/13/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—James Mackay, Managing Director, QTQ Channel 9, Mt. Cootha, Brisbane, Queensland, also representing other associated stations of the National Television Network, interested in **purchasing U.S. television programs.** Sept. 6 via New York to Oct. 4. c/o Belmont Plaza Hotel, 49th St. & Lexington Ave., New York, N.Y. (Sept. 6-13); Palmer House, 17 E. Monroe St., Chicago, Ill. (Sept. 13-16); Beverly Hilton Hotel, 9876 Wilshire Blvd., Beverly Hills, Calif. (Sept. 22-30); Surfrider Hotel, Kalakaua Ave., Honolulu, Hawaii (Sept. 30-Oct. 4). Itinerary: New York, Chicago, Los Angeles, Honolulu.

C. H. Oswald-Sealy, representing Oswald-Sealy (Overseas) Ltd., (manufacturers' representatives), Oswald-Sealy House, 263 Clarence St., Sydney, interested in expanding lines of **window and interior display, gift items, fancy cardboard.** Sept. 19 via New York for 6 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Philadelphia, Washington, Detroit, Milwaukee, Chicago, Los Angeles, San Francisco.

Mrs. Henrietta Steinhardt, representing J. & L. Plastics, P.O. Box 12, Mt. Hawthorn, interested in importing **high frequency welding machines for sheet plastic processes** and requesting technical information on above. Second week Sept. via New York for 4 weeks. c/o Mr. Furst, 503 Roslyn Rd., East Williston, Long Island, New York. Itinerary: New York; Pittsburgh; Detroit; Manchester, N.H.

Herbert Maurice Marshall, Fair Manager, Melbourne Chamber of Commerce, 90 William St., Melbourne, interested in **promoting Third Melbourne International Trade Fair** (March 2-19, 1966). September 5 via New York for 7 days. c/o Commercial Counselor, Australian Embassy, 3148 Cleveland Ave., NW., Washington, D.C. 2008, and Australian Government Trade Commissioner, Australian Consulate General, 630 Fifth Ave., New York, N.Y. Itinerary: New York, Washington.

BELGIUM—Antoine J. Roose, Managing Director, Ets. Antoine J. Roose, 80 Oudaen, Antwerp, interested in **gummed** and **pressure sensitive tape.** September 13 via New York for 2 weeks. c/o Manger Vanderbilt Hotel, Park Ave. & 34th St., New York, N.Y. Itinerary: New York, Chicago, Cincinnati.

Count Juan de Villegas, Managing Director, Papeteries de Virginal, Birginal (Brabant), interested in contacting associations of paper and cardboard exporters with a view to purchasing **white paper** and **cardboard; visiting large white paper manufacturing plant.** September 17 via New York for 2 months. c/o Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. Itinerary: New York (Sept. 17-18); Chicago (Sept. 22-23).

BURUNDI—K. P. Chandaria, representing Premchand, Boite Postale 566, Bujumbura, interested in **plastics' machinery** and **raw materials; galvanized sheets.** September 6 via New York for 3 months. c/o Bordens International, 110 Hudson St., New York, N.Y. Itinerary: New York, Chicago, San Francisco, Los Angeles, Memphis, Pittsburgh, Philadelphia, Washington, Honolulu.

CHILE—Jorge Pietrapiana Sanzo, representing Plasticos Columbia Ltda., Balmaceda 2840, Santiago, interested in **visiting plastic processing** and **chemical industries** and **manufacturers of machinery for ball point pen filling process** and requesting technical information on above. September 12 via New York for 30 days. c/o King Edward Hotel, 120 W. 44th St., New York, N.Y. Itinerary: New York, Midland, Chicago.

ENGLAND—R. A. Bennett-Levy, Director, Potter & Clarke Ltd., River Rd., Barking, Essex, interested in **contacting U.S. companies who might be interested in having their proprietary pharmaceutical products manufactured in U.K.** Between middle-end Sept. via New York for one month. c/o George Oakes, 4816 Dexter Terrace, NW., Washington, D.C. 20007. Itinerary: New York, Washington, Chicago.

FRANCE—Y. Conquer, representing Simca Automobiles, 45 Rue J. P. Timbaud, Poissy (Seine-et-Marne) and Manager of Simca power plants, interested in **air conditioning installations in large plants and buildings** and requesting technical information on same. Here for one week. c/o Department of Commerce Field Offices in itinerary. Itinerary: Syracuse, N.Y.; Cleveland; Dayton; York, Pa.; Baltimore, Philadelphia.

GERMANY—Klaus Brischke, representing Dr. Ing. Hans Ritz Messwandlerwerk GmbH., Alsterkrugchaussee 72, Hamburg 20, interested in seeing **representatives with contacts to switchgear manufacturers** to **sell unusually small instruments transformers with capcaities ranging from 600 volts up to 400 kilovolts.** Here for 2 months. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Boston, Detroit, Chicago, Los Angeles, San Francisco, Seattle.

Karl Lohmann, representing self, 6 Graf-Eberhard-Strasse, 599 Altena/Westf., interested in contacting manufacturers of **haberdashery, hand tools for home use ("do-it-yourself" equipment), materials and accessories for manufacture of brassieres and corsets.** September 8 via New York for ten days. c/o Darlington Fabrics Corp., 5101 Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York; Providence, R.I.; Boston.

INDIA—Sri Nath, owner, Nath Brothers, 50/2-3 Hanuman Rd., New Delhi-1, interested in exporting **art brassware, woodenware, costume jewelry, raw silks, slippers, fancy caps, flutes,** etc.; also will participate in 7th U.S. World Trade Fair, San Francisco, Calif., Sept. 10-20. Sept. 15 via San Francisco for 45 days. c/o: Indian Pavilion, U.S. World Trade Fair, San Francisco, Calif. (to Sept. 20); thereafter, Handicrafts & Handlooms Export Corp. of India Ltd., Corning Glass Bldg., 11 E. 55th St., New York, N.Y. Itinerary: San Francisco, Los Angeles, Seattle, Boston, Chicago, Dallas, New Orleans, Miami, New York, Washington, Portland, Detroit, Cincinnati, Philadelphia.

Harjan Singh, Managing Director, Fritz & Singh Private Ltd., "Fritz House", 227 Netaji Subhas Ghandra Rose Rd., Tollygunge, Calcutta 47, announced in INTERNATIONAL COMMERCE, 6/1, p. 35, has postponed arrival until September 4. Here for 3 weeks. Revised itinerary: New York, Indianapolis, Chicago, Minneapolis, Los Angeles, San Francisco, Honolulu.

IRELAND—P. D. O'Herlihy and J. F. McHenry, Chief Executives, Cor-Tex Proofers Ltd., Kinsale Rd., Cork, interested in **polyurethane (nonrubber) cushioning, textile laminating, mattresses and carpet underlay** and requesting technical information on production of these products. Will participate in Society of Plastics Industry Conference, Sept. 14-18. September 14 via New York to October 2. c/o Barbizon-Plaza Hotel, 106 Central Park South, New York, N.Y. Itinerary: New York.

MALAGASY—Raphael Lopateguy, representing self for meat industry, 2 bis Rue Dupre, Tananarive, interested in cooperation with U.S. firm for breeding, slaughtering and distributing beef meat. September via New York for one month. c/o French Consulate General, 610 Fifth Ave., Rm. 310, New York, N.Y. Itinerary: New York, Chicago, Washington.

MOROCCO—G. Ignoto De Maria, representing Micron-Maroc, 368 Blvd. Mohammed V, Casablanca, interested in **importing and representing manufacturers of electronic measuring instruments, telecommunications, audio amplification and cinematographic equipment.** Sept. 3 via New York for one month. c/o Delrama International, 1616 Broadway, New York, N.Y. Itinerary: New York.

SOUTH AFRICA—M. H. Lurie, representing Riggs Men's Shop (Pty.) Ltd., 260 Bree St., Johannesburg, interested in purchasing all kinds of **men's wearing apparel** for his two retail stores. Sept. via New York for 2 or more weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

URUGUAY—Jose M. Carrau, representing Chamber of Industries of Uruguay, Galle Treinta y Tres 1325, Montevideo, interested in **selling Uruguayan-made commodities** and possibly to offer **distributorships for Uruguayan products** such as wines, beers, salami, woolen fabrics, hand-knit woolen garments, typical Uruguayan cowboy articles, wool yarn, parquet floor sections, monolithic marble tiles, etc. Here indefinitely. c/o Consulate General of Uruguay, 17 Battery Place, New York, N.Y. Itinerary: Miami, Washington, New York (Sept. 15-Oct. 15).

Construction Projects

AUSTRALIA—In the State of Victoria, two contracts valued at approx. $4.5 million have been let for a further stage of an **electric power station** at Hazelwood, about 120 miles east of Melbourne in the Latrobe Valley. When completed, the project will give Hazelwood an electric power output of 1,020,200 kilowatts, more than half of the electric power presently generated in Victoria from all sources.

One of the contracts, worth $30,788,000, has gone to Babcock and Wilcox of Australia Pty., Ltd., for two huge boilers. The second, worth $9,856,000, has been let to C. A. Parsons & Company for two generators, each with an output of 200,000 kilowatts.

BECHUANALAND—A $3.6 million loan for a **highway development** in Bechuanaland has been extended by the International Development Association. The credit will assist construction or reconstruction of 3 roads totaling 355 miles in length, improvement of the 418-mile north-south road, which is the backbone of the road system, and improvement of maintenance.

The **principal road** to be built or rebuilt with IDA assistance is one that extends 305 miles from **Francistown to Maun,** the main east-west road across the Territory. It is the only link between the railhead at Francistown, the northern Crown Lands, and Ngamiland.

Two other **roads** to be built are relatively short sections in the eastern part of the Territory. One will extend **from the border of the Republic of South Africa to Gaberones,** which will be the new capital of Bechuanaland. The other road will run 33 miles **between Serowe and the railhead of Palapye.**

Improvement of the 418-mile north-south road, extending from the border of Southern Rhodesia to that of South Africa, includes the **replacement of 13 small single-lane bridges** (some of which are so low that they are frequently flooded during the wet season), **installation of 78 culverts** to improve drainage, elimination of a number of blind curves and sharp rises, and some relocating and regraveling.

Total cost of the project is estimated at the equivalent of $4.6 million, which will be financed by the IDA credit of $3.6 million, funds from the Territorial budget and United Kingdom Colonial Development and Welfare allocations.

BOLIVIA—The Inter-American Development Bank and the International Development Association (IDA), an affiliate of the World Bank, have extended loans totaling $18.5 million to the Bolivian Government to help finance an **electric power development program** which will increase that country's installed capacity by 38,000 kilowatts.

The credits will help build **2 hydroelectric plants and related works** in Central Bolivia. These will increase the power supply for the Catavi and Oruro mining areas, Cochabamba and La Paz.

Two electric power entities will benefit from the financing. One is the Empressa Nacional de Electricidad (ENDE), a company in the process of being established by the Government, which will be responsible for most of Bolivia's future power requirements except those in the areas of La Paz and the city of Oruro. The second company is the Bolivian Power Co. Ltd. (BPC), owned by U.S. and Canadian investors. With a total capacity of 61,200 kilowatts, the latter company is the largest power producer in Bolivia and serves La Paz, Oruro and the mines around Oruro.

An IDA credit of $10 million and the Inter-American Bank loan of $3.5 million will be used by ENDE to construct a **hydroelectric power project on the Corani River,** about 28 miles from Cochabamba. Initial capacity of the power station will be 27,000 kilowatts but its design provides for expansion to about 40,000 kilowatts. The project includes transmission and distributing facilities and an interconnection at Catavi between the ENDE and BPC systems.

The other IDA credit, $5 million, will be relent by the Government to BPC to build a **hydroelectric plant at Chururaqui** to increase power supply to the La Paz system. The Chururaqui project includes the construction of a new power plant in the Zongo Valley, downstream from six existing plants operated by BPC. The new plant will have an initial capacity of 11,000 kilowatts, which can be doubled without any additional construction work. Transmission lines to connect the plant with the La Paz system will also be built and the La Paz distribution system will be extended.

Estimated cost of the Chururaqui project is $7.7 million. The IDA credit will cover the foreign exchange requirements and BPC will contribute $2.7 million to cover local costs.

BRAZIL—Plans are to be prepared soon for construction of a **new dock at the Port of Rio de Janeiro** by filling in a large area and extending the docks toward Praia do Caju. The Secretary of Transport of the State of Guanabara has opened up a credit of CR $136 million to cover the cost of necessary studies. Contact: Ministry of Transport, State of Guanabara, Rio de Janeiro.

CHILE—Two loans amounting to $8.5 million were extended to Chile by the Inter-American Development Bank to help finance an **irrigation project** and a **housing program.**

One loan of $5 million was made to the Caja Central de Ahorros y Prestamos of Santiago to help finance a housing program which will provide 2,300 homes for low-income families. The borrower is an agency set up in 1960 to organize, supervise and provide financial assistance to a national system of private mutual savings and loan associations.

The other loan, for $3.5 million, was made to the Government of Chile to help finance an irrigation project which will provide water to 82,000 acres in the Province of Linares. The irrigated lands will be used for production of wheat and dairy products and to develop cattle herds.

The project includes a dam, already under construction, which is located on the Cato River, near the point where it empties into the Longavi River. It will store waters from the Cato and, through a feeder canal, from the Longavi. To assure an extra supply of water, a feeder canal will link the dam to the third river, the Perquilauquen.

Specifically, the project provides for the completion of the Digua earth dam, which is 85 meters high, 450 meters long and 8 meters wide, as well as for the construction of feeder canals from the Longavi and Perquilauquen, a derivation dam 51 meters long, a main distribution canal with a capacity of 27 cubic meters per second, and a network of secondary canals with a total length of 254 kilometers.

DOMINICAN REPUBLIC—A $1,150,000 loan by the Inter-American Development Bank will help finance a **water supply program** to benefit five communities with a total population of 63,000 people.

The borrower is the Government of the Dominican Republic. The program will be carried out by the Instituto Nacional de Aguas Potables y Alcantarillado (INAPA), a governmental agency established in 1962 to prepare and execute water supply and sanitary works throughout the country.

The program includes the improvement of the existing systems in the cities of La Romana and San Pedro de Macoris which have a combined population of 53,000 people, and the installation of new systems in the com-

munities of Pimentel, Castillo and Hostos which have a combined population of 10,000.

Scheduled works include the drilling of wells and the installation of transmission lines, distribution networks, storage tanks, hydrants, home connections, water meters and other supplementary facilities.

Total cost of the project is $2.2 million. The Bank will finance 52% and the Dominican Republic 48%.

ECUADOR—The Inter-American Development Bank recently made a technical assistance loan of $268,000 to help finance studies related to the **improvement in the sewerage system** of the port of Guayaquil.

The borrower is the Municipalidad de Guayaquil, the city's government. The proceeds will supplement $184,000 to be provided by the city to finance preparation of a master sewage disposal plan which will be carried out in stages to meet the city's needs for the next 25 years.

The project also includes preparation of designs, specifications and budgets for construction of the first stage of the plan, organization of an autonomous agency which will be in charge of the program's execution and administration, and cleaning operations of the existing system.

GUATEMALA—The Electro-Watt Company of Zurich, Switzerland, is conducting feasibility studies for the **proposed Jurum-Marinala hydroelectric project** in the Department of Escuintla. These studies, which must be completed in four months, are the first phase of the project which is expected to have a capacity of 60,000 kilowatts and which the National Institute of Electrification (INDE) estimates will cost $12 million. Public tenders for construction and equipment bids will be published.

IRAQ—A contract has been signed between the Directorate General of Roads and Bridges and the U.S. firm of David Volkert and Associates for consulting services, design and supervision of construction of the **main highway bridge** at Amara. Eighteen months have been allowed for design and construction is to be completed in four years. The Economic Planning Board has approved the award of a contract to General Electric International for the supply and installation of a 67,000 kw steam generator for the third extension of the Baghdad South Power Station.

MOZAMBIQUE—A plan for **extensive airport improvements** at Quelimane, with **paved runways** and an **air terminal building,** is reportedly soon to be made public.

PAKISTAN—**Wharves** and **other facilities in the port of Chittagong,** East Pakistan, **will be rehabilitated and improved** with the assistance of a $3.4 million loan which was authorized by the Agency for International Development.

Chittagong, the principal port of Pakistan's eastern province, has long suffered from serious congestion resulting from inadequate cargo handling facilities.

Improvements to be undertaken in the AID-assisted project will permit faster berthing and handling of freight. The AID loan will finance the dollar costs of rebuilding 5 jetties, extending a sixth jetty and installing railroad and crane track on the wharves, as well as providing a tender system, mooring fittings and utilities. Owing to deterioration and storm damage, only three of the six jetties to be rehabilitated are now being used.

The project, which is based of a feasibility study by Frederick R. Harris, Inc. of New York City, will be carried out by the Chittagong Port Trust, under the Directorate of Ports and Shipping, Ministry of Transport and Communications, Government of Pakistan.

The Chittagong Port Trust will provide financing for project expenses other than those covered by the AID loan, estimated at the equivalent of $2.9 million. All commodities and services to be financed by the AID loan will be procured in the United States.

PAPUA-NEW GUINEA—The Administration of the Territory of Papua-New Guinea has announced that construction tenders will be called in 3 or 4 months for the **first stage of** the planned **Administrative College complex.** No details on the estimated amounts involved were provided. The following facilities are to be built as part of the first stage: academic wing, administrative training wing, clerical training wing, office block, service wing, library, recreation and dining block, and residential quarters for a maximum of 300 students.

PARAGUAY—The Administracion Nacional de Electricidad (ANDE), Paraguay's electric power authority, has borrowed $14,150,000 from the Inter-American Development Bank to finance its $25 million **Acaray River hydroelectric project.**

The project includes construction of a **hydroelectric plant,** installation of a 195-mile **transmission line** to Asuncion, **improvement and expansion of the distribution system** in the Asuncion area and **modernization of the Thermal unit** in the city.

The plant will have a capacity of 45,000 kilowatts. A 220-kilovolt transmission line will link the power plant with a transformer station at Asuncion, which in turn will feed the primary distribution system of 60 kilovolts comprising five substations situated throughout the area. The capital and its environs encompasses an area of 50 square kilometers and has a population of about 350,000 people. It is the principal market for electric power in the country. Only 50% of the population has electric power service and this is supplied at relatively high cost.

Limited power capacity has restricted the number of new connections to a minimum. This limitation has been an obstacle to the area's economic development.

SOUTH AFRICA—Plans for a 1.5 million rand (1 rand = US$1.40) **luxury hotel** to be erected on Humewood sea front, are soon to be submitted to the Port Elizabeth City Council. If approved, the project will be undertaken by Mr. G. F. Smith of Steytherville and Mr. G. Parker of Port Elizabeth.

The City Council plans to spend nearly six million rand on **local highway, office and public utility construction.** Included are a five million rand **expansion of the Swarthops power station** and a ½ million rand installation of an **oil gas plant** at the City Gas Works. Contact: City Council, Port Elizabeth.

The Pretoria City Council is planning to spend 2.2 million rand during the next 3 years on the **new sports stadium.** Construction is expected to start at the end of this year. Contact: City Engineer's Department, Pretoria.

The Transvaal Provincial Administration has announced that a consortium of architects are working on sketch plans of the proposed new Johannesburg Hospital. The final cost of the hospital, estimated to take between three and five years to complete, is expected to be not less than 10 million rand. Tenders for the new hospital will be invited early next year. Contact: U.S. Embassy, Van der Stel Bldg., 179 Pretorius St., Pretoria for transmittal to the Transvaal Provincial Administration.

The South African Bureau of Standards is planning to erect 3 large and 5 smaller **buildings,** valued at R4,750,000 in Groenkloof, Pretoria, over a 4½-year period. The 3 large buildings will include an **engineering** block, a **chemistry** block and an **administrative** block. Controlling architects are Phillip Nel & Partners, Pretoria, who are presently working on the plans. Tenders will be called for in about 18 months.

UGANDA—**Expansion of Kyambogo Teacher Training College** in Uganda, East Africa, will be aided by a $400,000 loan from the Agency for International Development.

The Government of Uganda plans to increase the proportion of Ugandans completing secondary school from the current 1.4% to 5% by 1970. As part of this effort, the Government has decided to consolidate its training facilities at Kyambogo Teacher Training College. Work on expansion of the College has been going on for over a year.

The U.S. loan will help finance the second stage of the project which includes **new dormitories,** 4 senior **staff houses,** a **dining hall** and **kitchen.** Total cost of the construction is estimated at $640,000 with the Ugandan Government contributing $240,000.

Kyambogo, presently an all male school, has a current enrollment of approximately 170. With new facilities added for men and women students, it is expected that the school, as a coeducational institution, will graduate 250 students annually by 1966. The school is being expanded to consolidate the training of secondary school teachers through the ninth and tenth year levels and to increase the quality of teacher education.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July unless marked otherwise.

Aircraft and Aeronautical Equipment Importers and Dealers—Argentina, June.

American Firms, Subsidiaries and Affiliates—Argentina, June.

Boat and Ship Builders, Repairers and Chandlers—Chile.

Business Firms—Aden Colony and Protectorate.

Business Firms—Ghana.

Dry Goods and Clothing Importers and Dealers—Republic of South Africa.

Machinery and Equipment, Except Electrical Importers and Distributors—Bolivia.

Machinery, Farm and Equipment Importers and Dealers and Manufacturers, Australia.

Leads for Importers

201 Meat Products

ETHIOPIA—Kid, goat and leopard skins of good quality. Kadir Ebba, P.O. Box 997, Addis Ababa. WTD 4/4/62.

203 Canning, Preserving Foods

CHILE—Canned fruits, vegetables, fish and shellfish. Ibanez & Compania, Amunategui 72, Casilla 1087, Santiago. WTD 7/30/63.

ECUADOR—Croaker (Spanish: parvo blanco), grunt (Sp.: corvinets), sole (Sp.: lenguado), offered for direct sale to U.S. importers in quantities initially per month up to 50 tons of croaker, 30 tons of grunt and 5 tons of sole, fresh or frozen. Fabian Eguiguren, Ecuapesca C.A., Ave. Orellana 295, P.O. Box 2776, Quito.

VENEZUELA—Canned fresh palm hearts packed in tins of 420 and 600 grams net. Replies in Spanish requested. Protec Representaciones C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

208 Beverage Industries

VENEZUELA—Beer in cans, rum in oak barrels of 200 lb. net, 2, 3 and 4 years old, only natural amber colored, also bottled with trade name. Replies in Spanish requested. Protec Representaciones, C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

209 Food Preparations

AUSTRALIA—High quality, high protein fish meal packed in polyethlene lined bags (140 lb. ea.); $2.55 per ton per protein unit, approx., fob Brisbane. Protogen Pty. Ltd., 110 Roma St., Brisbane, Queensland.

329 Abrasive, Asbestos Products

FRANCE—Asbestos and asbestos-cement materials in various forms: standard corrugated sheets, slates, flat sheets, insulation and super-compressed panels, ridge cappings, pipes, pipe fittings. Complete range of products for insulation, decoration, cladding, roofing and many other applications. Direct sales preferred by manufacturer. Everitube, Bassens, Gironde. c/o Mr. B. Geoffray. WTD 8/6/64.

354 Metalworking Machinery

AUSTRIA—"Quick"-knurling tool to be used on turret lathes, screw machines, engine and toolroom lathes, to straight knurls of any pitch on steel, non-ferrous metals and cast iron; optical protractor for accurate measurement of angles in factories and laboratories. Gebrueder Miller Ges.m.b.H., 6 Kochstrasse, Innsbruck (manufacturer). WTD 8/14/64.

355 Special Industry Machinery

GERMANY—Dow etching machines, dycril equipment, equipment for production of wall paper cylinders, fiberglass laboratory equipment. Manufacturer seeks sales agent. Rotary Fotogravur-Einrichtungen GmbH, 32-34 Alfredstrasse, 52 Siegburg. WTD 6/15/64. For brochures (limited supply available) write to: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

Mobile microwave radio relay equipment sought

The Purchasing and Contracting Office, ACE, CEE, has issued an international invitation to bid, No. 64-19, calling for mobile microwave radio relay equipment comprising 8 terminal stations, 4 repeater stations, 2 mobile maintenance workshops and telephone cable.

The radio equipment is to operate over a frequency range from 7.7 mc to 8.5 mc but must be equipped to operate initially in a 300 mc sub-range. It must be capable of a line-of-sight transmission range of at least 56 kilometers.

Bids should be addressed in duplicate to Allied Command Europe, Communications Electronic Equipment, Purchasing & Contracting Officer, SHAPE, Paris, France.

The bid closing date is October 20.

Copies of the bid documents are available from the SHAPE office, or on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Pakistan issues tender for circuit terminal equipment

The Pakistan Telegraph & Telephone Department has issued tender No. PUR.21-3/64/576, with a deadline of September 8, for automatic error correcting (ARQ)2 + 2 multichannel radio telegraph terminal equipment with accessories to be installed in the Karachi/Beirut Circuit.

Copies of the tender are available from the Consulate General of Pakistan, 12 East 65th Street, New York 21, New York at a fee of $1.05 each.

A copy of the tender is also available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Colombia gives 2-month extension on deadline for telecommunication bids

INTERNATIONAL COMMERCE, June 22, p. 28, carried a trade opportunity for a telecommunications system to connect Bogota, Bucaramanga, Cali, Medellin, Pereira and Barranquilla with microwave and for telephone equipment.

The bid deadline on this project has been extended from Sept. 15 to Nov. 15.

Specifications are in Spanish and are available for review only in the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C.

Copies may also be obtained, upon payment of $300, from the Departamento de Proveeduria, Telecom, Carrera 13A, Bogota.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

UAR 'Cinema City' designed to attract foreign filmmakers

Nationalization of last private studio leaves entire film industry under Governmental operation

The UAR is actively encouraging foreign film producers to use its studio facilities and to become partners in new films. The Egyptian General Company for International Film Production, a Government-owned firm, has been very active in making arrangements with foreign film producers for co-productions to be filmed completely or in part in the UAR. The firm reports contracts with Italian, British, German, Polish, and U.S. producers for 24 feature films in addition to a number of television films in collaboration with French producers.

To meet increased local requirements and in an effort to attract foreign producers to use its studios, the UAR is building a large "Cinema City". This 50-acre studio complex is located near the Pyramids and will reportedly cost 6 million Egyptian pounds ($13.8 million), of which about 25% will be for imported equipment.

Construction of the various buildings has started and 2 of the shooting stages are almost completed. A contract for the purchase of laboratory equipment has been signed with a German firm.

UAR cinema officials have expressed a preference for U.S. equipment, but they must weigh European offers since medium-term financing is offered by some European manufacturers. This is a primary consideration because of the foreign exchange shortage.

With the recent nationalization of the last privately-owned studio and 2 film distributing companies, production and distribution of United Arab Republic motion picture films is now exclusively a Government operation.

Production of 35mm. feature films in the United Arab Republic in recent years has remained fairly steady at about 50 feature pictures a year.

Feature film imports into the United Arab Republic in 1963 totaled 264, compared to 301 in 1962. Of the 1963 imports, 182 were U.S. films (225 in 1962), 36 were from the USSR, 31 were Italian, 8 French, 6 British, and 1 Spanish.

New Books and Reports

***Fiscal Survey of Panama—Problems and Proposals for Reform.* By the Joint Tax Program of the Organization of American States and the Inter-American Development Bank. Published by the Johns Hopkins Press, Baltimore, Maryland, 1964. 212 pages. $7.50.**

Written by U.S. and Latin American tax experts in collaboration with the fiscal authorities in Panama, this book is the first in a series of studies on the fiscal system of various Latin countries. It covers the major areas of Panama's fiscal system, including the income tax, the property tax, the inheritance and gift tax, taxes on foreign commerce, and other direct taxes, as well as autonomous agencies, fiscal incentives for development, the Colón Free Zone, and municipal finance.

The emphasis of this study is on the systematic presentation and analysis of each aspect of the Panamanian fiscal system in relation to the Alliance for Progress's concepts of the role of fiscal policy in economic development and a fairer allocation of tax responsibilities.

However, the very carefully presented, detailed outline of the Panamanian tax structure also makes this book quite useful to U.S. businessmen.

***Latin America: Today's Economic and Social Revolution.* John P. Powelson. 1964. McGraw-Hill Book Co., New York, N.Y. 10036. 303pp. $9.**

Deals with U.S. and Latin attitudes toward trade policy, economic integration, foreign aid, monetary management, inflation, and economic planning. Explains basic concepts pertaining to private versus state ownership of enterprise, agrarian reform, validity of the market mechanism as regulator of economic activity, and degree of government control to spur development.

Write: McGraw-Hill Book Company, Inc., 330 West 42nd St., New York, N.Y. 10036.

***Financial Post Survey of Industrials: 1964.* Published by the Financial Post. Toronto, Canada. July 1964. 392pp. $6.**

It contains detailed reviews of hundreds of individual Canadian companies, with useful reference data on earnings, assets, liabilities, dividend payments, directors, officers, capitalization and other corporate information. There is also a special tabulation of the price range of listed industrial stocks 1956-63.

The individual reviews in this volume cover a wide range of business activities —financial and real estate, merchandising and distribution, public utilities, iron and steel, construction, primary and secondary manufacturing.

Write: The Financial Post, 481 University Avenue, Toronto 2.

Icelandic tariff

A new edition in the International Customs Journal series on Iceland's Customs Tariff is now available at Department of Commerce Field Offices.

Copies may be obtained on a loan basis from all Field Offices.

The Journal is a translation of the Icelandic tariff of 1963, issued by the International Customs Tariff Bureau in Brussels. It is made available to member governments only.

***Financing U.S. Exports and Overseas Investment.* Published by the Machinery and Allied Products Institute and the Council for Technological Advancement. Washington, 1964. 178pp. $12 ($7.50 to MAPI members).**

Discusses financing of exports and investments U.S. commercial banks, the Export-Import Bank, the Agency for International Development, foreign currency loans, the Investment Guaranty Program, the Investment Survey Program, the International Bank for Reconstruction and Development, the International Finance Corporation, the International Development Association, and the Inter-American Development Bank.

Write: Machinery and Allied Products Institute, 1200 Eighteenth St., NW., Washington, D.C. 10036. Phone: 202 FE 8-3430.

***Latin American Report.* Bi-monthly magazine published by William G. Gaudet. New Orleans. Subscription: $5 per year.**

Designed to "record and interpret the changing history of our hemisphere." A recent issue featured the Central American Isthmus and the movement toward Central American economic integration.

Write: Latin American Reports, Inc., International Trade Mart, New Orleans 16, La.

***Buyers' Guide to British Goods and Services in the U.S.* Published by Monitor Directories, Ltd. London, August 1964. 272pp. $7.25 (postpaid).**

Contains factual information about British trade, an alphabetical directory of about 3,000 British firms interested in the U.S. market, and a classified list of products and services with the names of British suppliers plus the names, addresses and telephone numbers of their U.S. selling agents. The classified list covers 20,000 different kinds of goods and services.

The Buyers' Guide is designed to fill a need in the U.S. for a central and authoritative source of information and to bridge a gap in British export promotion. It was sponsored by the Western Hemisphere Exports Council in England. A second edition is already in preparation.

Write: The Nordeman Publishing Co., Inc., 350 Fifth Avenue, New York, N.Y. 10001.

***Investment in the Caribbean, 1964.* Robert Noyes. 1964. Noyes Research Co., 16-18 Railroad Ave., P.O. Drawer 900, Pearl River, N.Y. 132pp. $12.**

Outlines and discusses points for consideration before investing in 22 countries in the Caribbean area such as personal and company taxation, company formation, transfer of funds, incentive legislation, investment possibilities, and names of pertinent organizations to contact for additional information. Summary statement on the geographic location of each country, its population, labor, existing industries and businesses, living conditions, utilities, and educational facilities.

***World Automotive Market Survey: 1964 Annual.* Published by McGraw-Hill. New York, 1964. 84pp. $2.**

Contains a census of world vehicle registrations; U.S. automotive exports to leading markets, 1960-63; automotive marketing maps for 39 countries; international trade in motor vehicles, 1963; amount of Free World manufacture and assembly of motor vehicles in 1963; and a breakdown of U.S. 1963 exports of automobiles and automotive parts

Write: McGraw-Hill Inc., 330 West 42nd St., New York, N.Y. 10036

Aluminum Factbook

A world statistical study on aluminum has been published by the Commerce Department to serve as a marketing aid for the U.S. aluminum industry.

The study—Aluminum Factbook—supplements two earlier publications, Materials Survey-Aluminum, (1956) and World Trade in Aluminum 1954-57 (1958).

Containing tables that go back to 1939 in some instances, and that carry through to 1961-62, the data in the Factbook show long-range growth trends in the aluminum industry.

A major part gives details on trade for 39 countries, showing imports and exports of individual product categories. Country of origin is shown for imports and country of destination for exports. For the U.S., data are included on industry structure, capacity, production, supply, shipments, imports and exports, labor and prices.

Write: the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Price 50 cents.

***Trademarks in the Marketplace.* Published by the U.S. Trademark Assn. New York, 1964. $3.50.**

The book is designed for the businessman and its two sections deal specifically with "Selection and Adoption of Trademarks" and "Proper Use and Protection".

The considerations of selection and proper use include the applicable legal rules, the areas of risk and suggested methods to reduce such risks, the advantages and vulnerabilities of descriptive, suggestive and fanciful marks, the use of generic terms and various procedures to aid the selection process. The legal, marketing, advertising, research and designing aspects of trademarks are reviewed.

Write: The U.S. Trademark Association, 6 East 45th St., New York, N.Y. 10017.

***Agriculture in Western Europe.* By Michael Tracy. Published by Frederick A. Praeger, New York, 1964. 415pp. $10.**

Beginning with a history of agriculture in Western Europe since 1800, especially the two major depressions in 1880-1900 and the 1930's, the author relates these developments to the present status of European agriculture, pointing out the significance of agricultural developments on the problems and possibilities of European integration.

The book contains detailed descriptions of the efforts made to establish a common agricultural market in Western Europe and of the present agricultural support mechanisms in individual European countries, with particular emphasis on the Common Agricultural Policy of the EEC.

Write: Frederick A. Praeger, Publishers, 64 University Place, New York, N.Y. 10003.

***Agricultural Protection and Trade: Proposals for an International Policy.* By J. H. Richter. Published by Frederick A. Praeger. New York, London, 1964. 148pp.**

This book, in discussing the need to reconcile agricultural protection and trade with each other, outlines the problem, its background, and the setting within which a solution must be found. Dr. Richter describes his own suggestions for a settlement, proceeding from basic principles which he believes acceptable to the interested parties concerned.

***Corporate Planning Today for Tomorrow's World Market.* Published by Business International, New York. July, 1964. 63pp. $40.**

Studies the consumers of tomorrow; the markets of tomorrow; the product and how it will be made; the political milieu for international corporations; the business environment of the future; organizing for effective corporate planning; and corporate planning for world growth and profits.

Write: Business International, 757 Third Avenue, New York, N.Y. 10017.

Appliances

Copies of mimeographed reports on Free World Production of Household Gas Cooking Ranges, Gas Refrigerators, and Gas and Electric Clothes Dryers, 1961-62, and Free World Production of Selected Electrical Household Appliances, 1961-62 are available free on request to the Consumer Durables Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.

Booklet distributed at Brussels fair

Booklets listing 212 proposals for export business to Europe, compiled by the Commerce and Industrial Development Division of Missouri for use by the Trade Mission, were distributed by the U.S. Department of Commerce at the Brussels International Trade Fair in May. They have a potential audience of almost a million people including over 13,000 buyers for firms in the European Common Market.

Belgium's imports from the United States have increased from $375 million in 1961 to $466 million in 1963, about 10% of Belgium's total imports in spite of the preference given to the other Common Market countries. The challenge to U.S. exporters to remain competitive demands intensified promotional activities in Belgium and emphasizes the significance of participation at the Brussels International Fair.

***CCIR Manual on High-Frequency Directional Antennae:* 1964. Published by International Telecommunication Union, Geneva.**

This reference manual will be published in English, French, and Spanish and will contain about 120 pages. The price will depend on the number of copies ordered but it is estimated that for 1,000 copies in English and French and 500 copies in Spanish, the price per copy would be about 7.6 Swiss francs for members of the ITU and 8 Swiss francs for nonmembers; prices include postage and packing.

Orders have been requested before October 1, and should be sent directly to the General Secretariat, International Telecommunications Union, Place des Nations, Geneva, Switzerland.

***Proceedings of a Seminar on Exports, Profits, and the Balance of Payments.* Edited by Louis V. Dixon and published by the University of Southern Mississippi. Hattiesburg, April 1964. 42pp.**

Contains 5 papers presented to the seminar: Selling in International Markets; A Case History of a Mississippi Exporter; Actual and Potential Contributions of Foreign Trade to the Economy of Mississippi; Export Procedures and Techniques; and the Balance of Payments and Export Expansion.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—751954/7

Calendar *for international traders*

September

3—"First Step" export workshop, Memphis Field Office, **Memphis, Tenn.** Sponsors: REEC, Field Office, Department of Commerce.

3—American Chemical Society meeting, Conrad Hilton Hotel, **Chicago, Ill.**

5—20th annual meeting, Foreman-Manager Conference, Marshall University, **Huntington, W. Va.** Speaker: Paul McGann, BDSA.

8—Opening session of series of 7 bi-weekly "Show You" In Office workshops St. Louis Field Office, **St. Louis, Mo.** Sponsors: Sales & Marketing Executives Association in cooperation with St. Louis REEC.

9—Minnesota World Trade Assn. monthly dinner meeting, Minneapolis Athletic Club, **Minneapolis, Minn.**

9—Export Seminar, Long Beach Chamber of Commerce, 121 Linden Ave., **Long Beach, Calif.** Sponsors: Long Beach Chamber of Commerce, Field Office, Department of Commerce.

9—Shirt Sleeve Conference, Town House Hotel, **Kansas City, Kan.** Sponsors: Kansas City, Area Chamber of Commerce, REEC, Field Office, Department of Commerce.

10—In-office meetings, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

10—Graphic Arts Advertising Council meeting, New York Hilton, **New York, N.Y.** Speaker: Harold F. Drury, BDSA.

11—Delaware Valley International Trade Association, Hotel Stacy-Trent, **Trenton, N.J.** Sponsor: Greater Trenton Chamber of Commerce.

11—"In-Office Conference" on Elements of Exporting, Field Office, **Cincinnati, Ohio.**

13—American Mining Congress, Memorial Coliseum, **Portland, Ore.** Speaker: William A. Meissner, Jr., BDSA.

14—Export Expansion Workshop, Chamber of Commerce Board Room, **Salina, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

15—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Workshop, Chamber of Commerce, **Hutchinson, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

15—World Trade Council, York Area Chamber of Commerce luncheon meeting, York Town Hotel, **York, Pa.**

15—Export Expansion Seminar, 12 noon, Torresdale Country Club, **Philadelphia, Pa.** Sponsors: Northeast Philadelphia Chamber of Commerce Field Office, Department of Commerce.

15—Foreign Trade Committee Delaware State Chamber of Commerce dinner meeting, 6 p.m., **Wilmington, Del.**

15—"Seminar for Bankers," Sheraton-Gibson Hotel, **Cincinnati, Ohio.** Representative of Export-Import Bank of Washington to present program outlining Bankers' role in developing exports.

16—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

16—Export Expansion Workshop, Kansas Gas and Electric Co., **Wichita, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

16—Detroit International Credit Managers, Meeting, Pick Fort Shelby Hotel, **Detroit, Mich.** Speaker: Lawrence McQuade, Deputy Assistant Secretary of Commerce for Financial Policy.

16—"Export Seminar" for Target 10,000 respondents at Louisville Chamber of Commerce Offices, **Louisville, Ky.** Sponsors: REEC, Louisville Chamber of Commerce.

16-17—Committee for American Steamship Lines, Blackstone Hotel, **Chicago, Ill.**

17—International Trade Club of Chicago, Sherman House, **Chicago, Ill.**

21-24—International Iron and Steel Exposition, Cleveland Mall Convention Center, **Cleveland, Ohio.** Sponsor; Association of Iron and Steel Engineers.

22—Businessmen's consultations, luncheon with Trade Mission to Finland, St. Regis Hotel, **New York, N.Y.** Sponsors: Finnish-American Chamber of Commerce, Field Office, Department of Commerce.

22—Businessmen's consultation with United Kingdom Trade Mission, Field Office, **Philadelphia, Pa.**

22—Institute on Financing meeting, Biltmore Hotel, **Los Angeles, Calif.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsors: University of Southern California, Los Angeles REEC, Chamber of Commerce.

22-25—Second Institute for International Engineering, University of Colorado, **Boulder, Colo.** Speakers: K. Kollar, John Donley, Daniel Goldy, Department of Commerce. Sponsors: IIE, University of Colorado, REEC, Field Office, Department of Commerce, Small Business Administration.

23—U.S. Trade Mission to the United Kingdom and Finland. Trade Conference appointments with 2 Mission members, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

23—Finland-U.K. Trade Mission, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

23—REEC meeting, **Cincinnati, Ohio.** Special Guests: Luther H. Hodges, Secretary of Commerce, N.E.E.C. Chairman, Neil C. Hurley, Jr.

24—"Port of Mobile Night" dinner meeting, Ruggeri's Restaurant, 6 p.m., **St. Louis, Mo.** Sponsor: World Trade Club of St. Louis.

24—Finnish-U.K. Trade Mission Conference, Embassy Hotel, **Detroit, Mich.** Sponsor: Field Office, Department of Commerce.

25—United Kingdom Trade Mission meeting, Statler Hilton Hotel, **Boston, Mass.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsors: REEC, Field Office, Department of Commerce, Electronics Industries Assn.

25—"In-Office Conference" on Elements of Exporting, Field Office, **Cincinnati, Ohio.**

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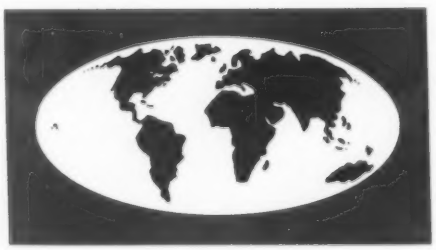

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